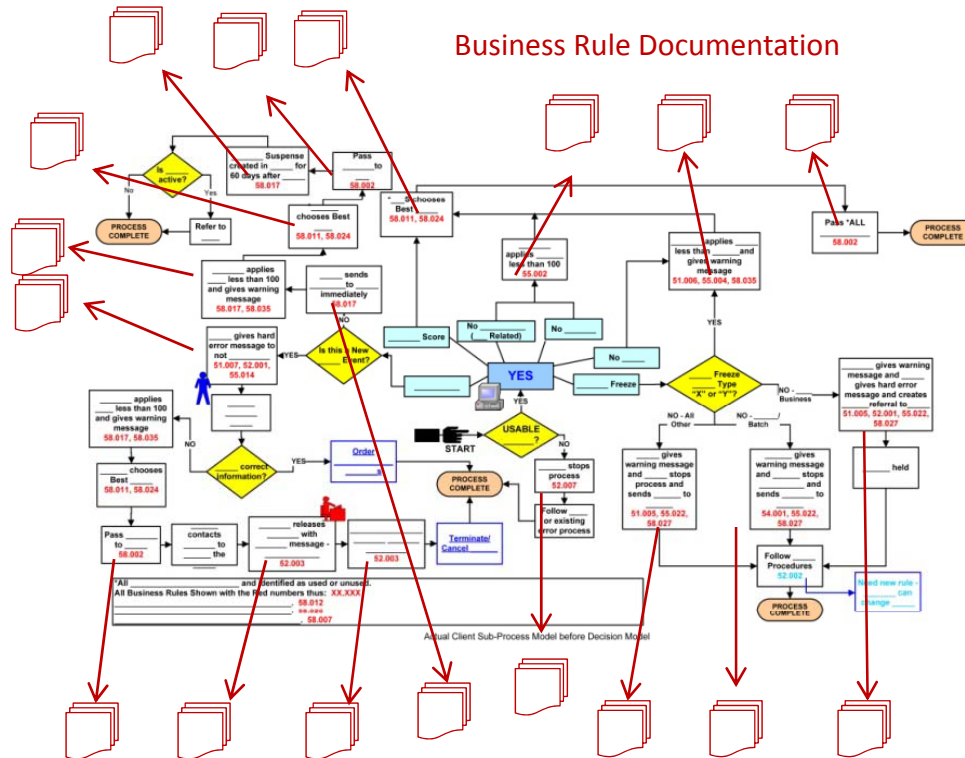




Introducing The Decision Model

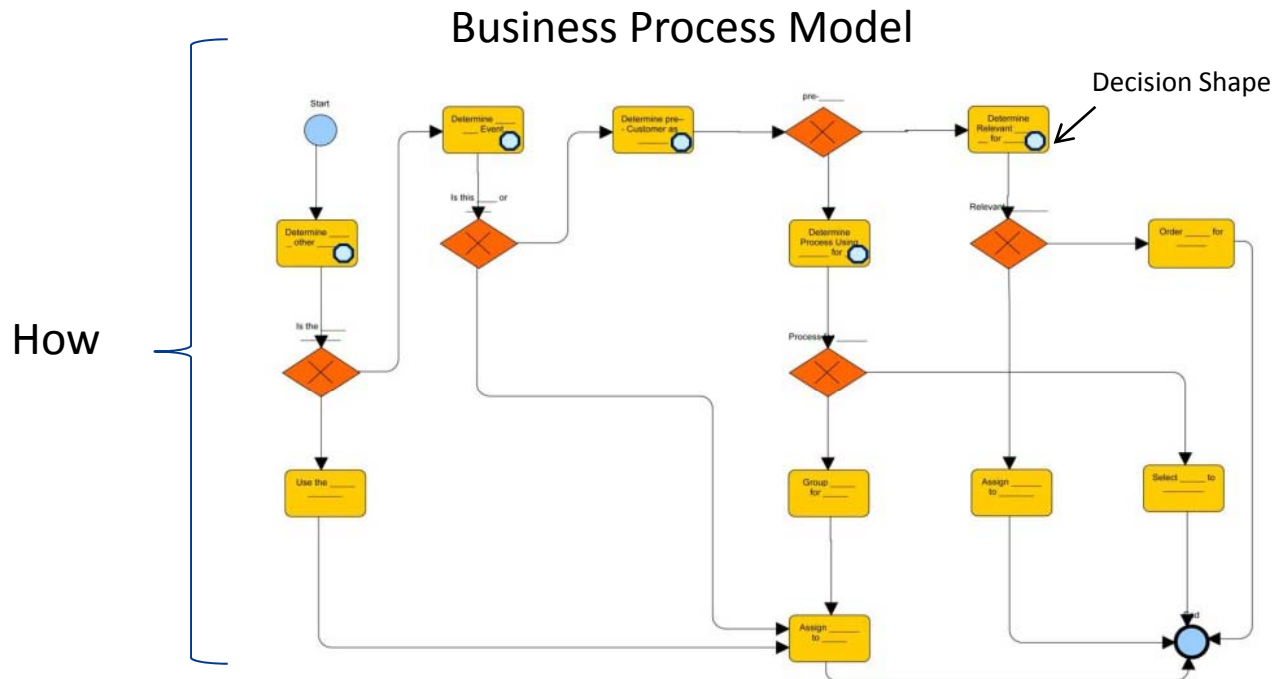
All Too Familiar? Is this Acceptable?



Business Process Model

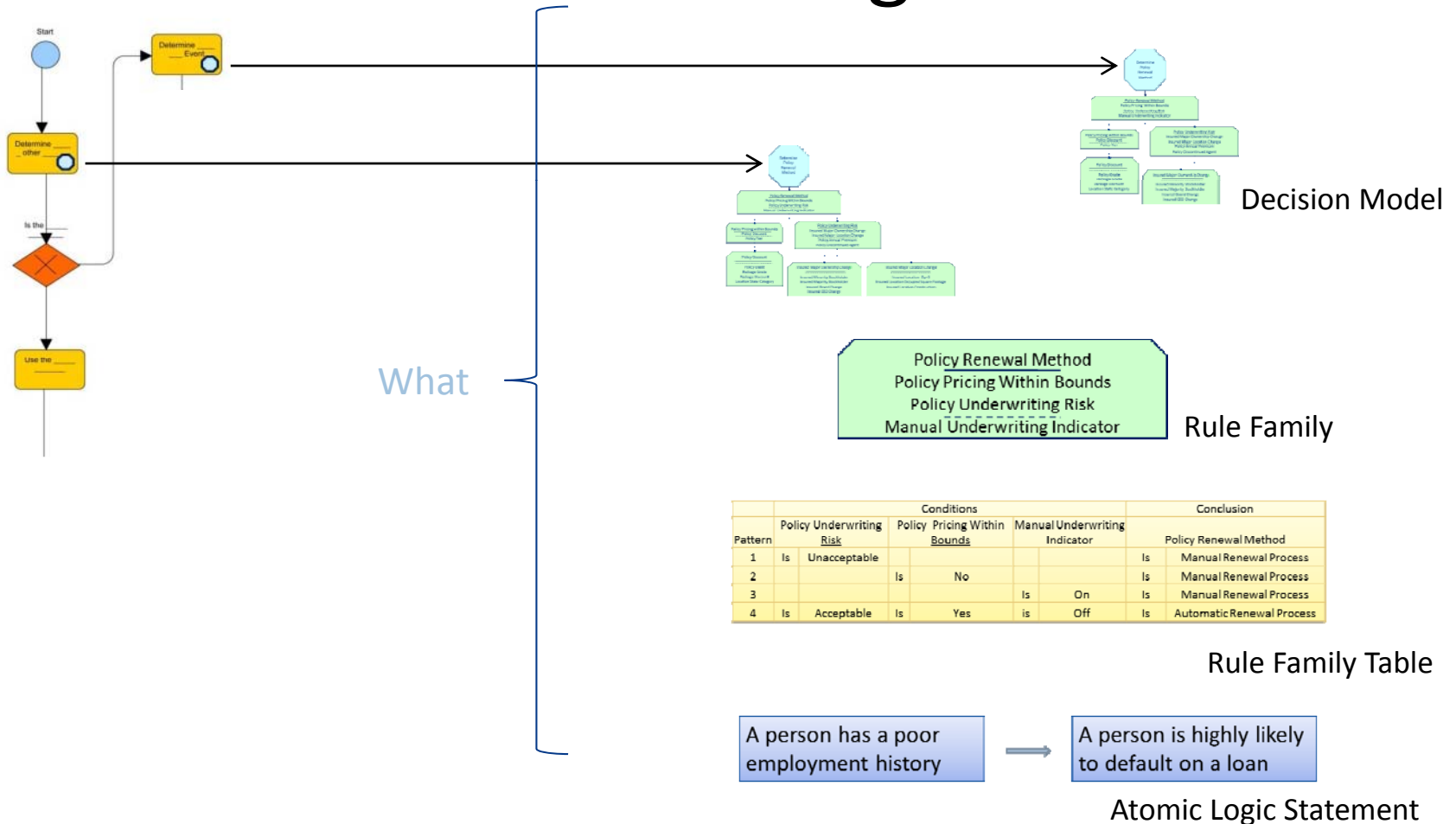
Business Logic

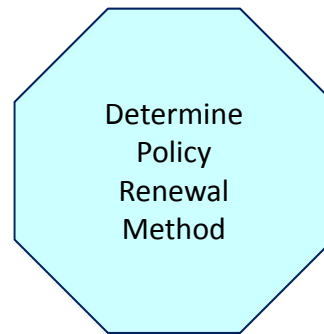
Does this look better?



Business Logic

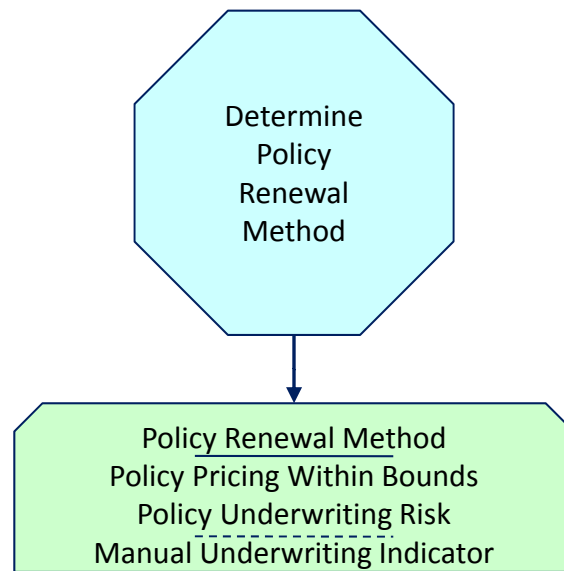
Where did the business rules go?



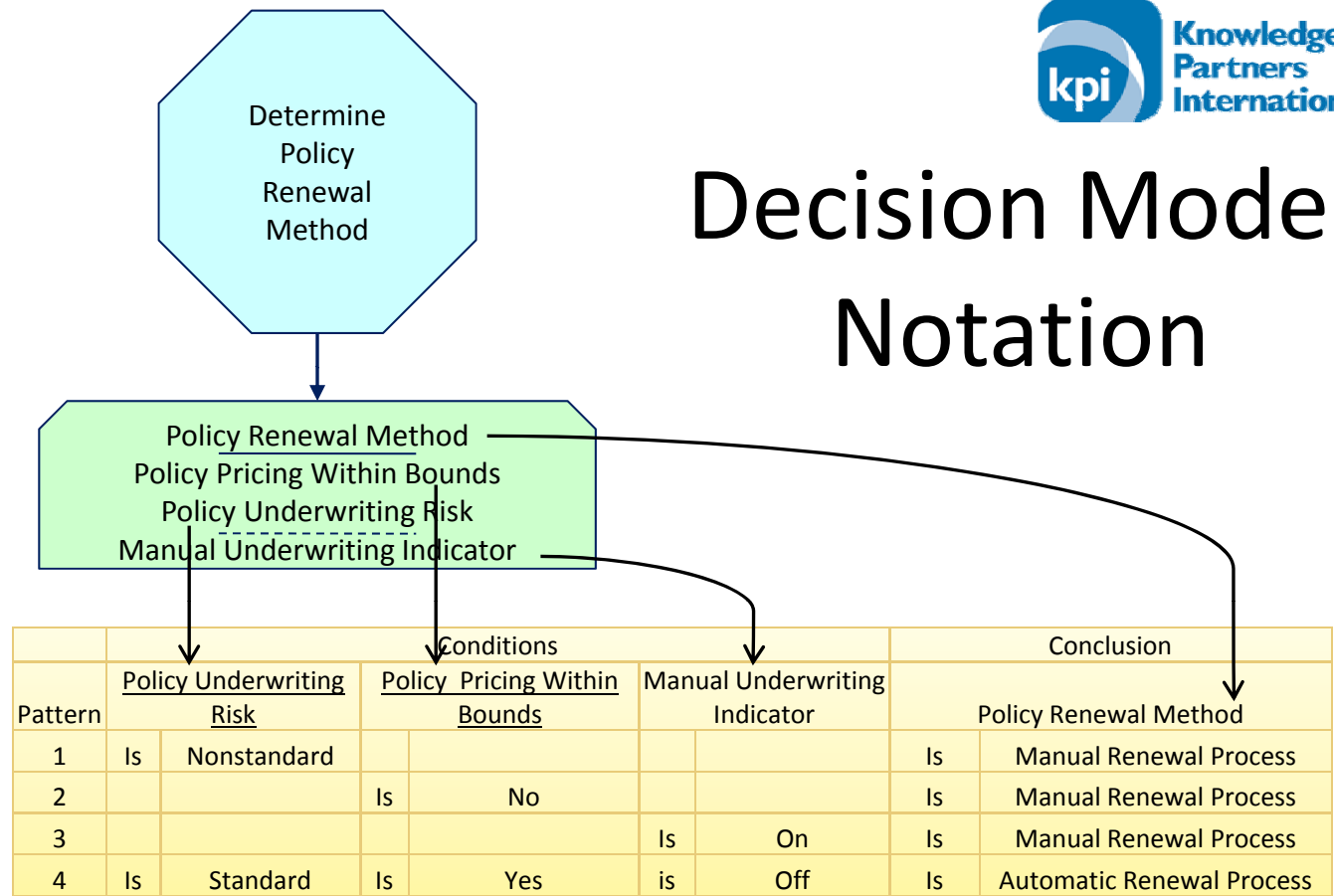


Decision Model Notation

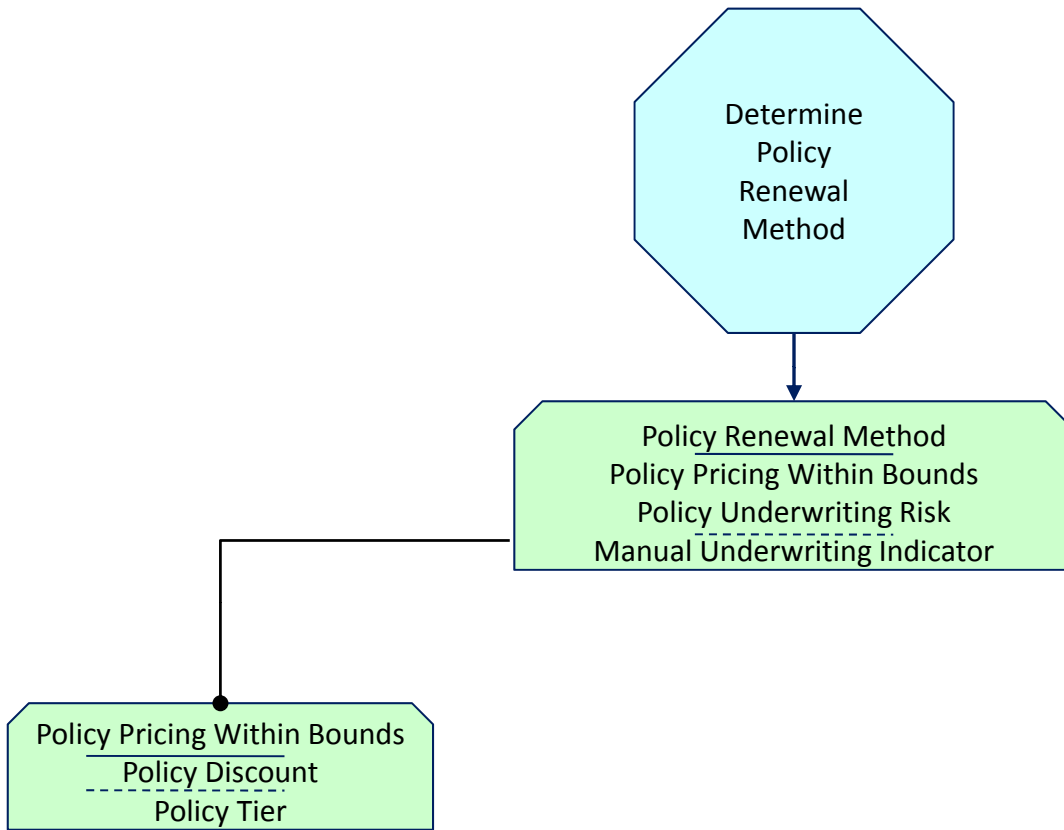
Decision Model Notation



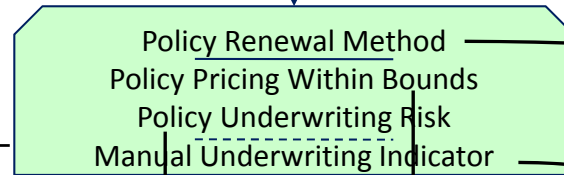
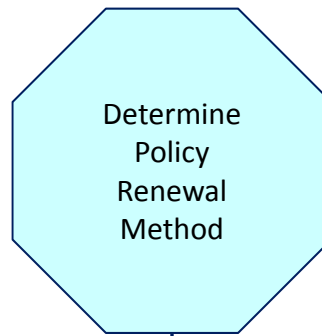
Decision Model Notation



Decision Model Notation



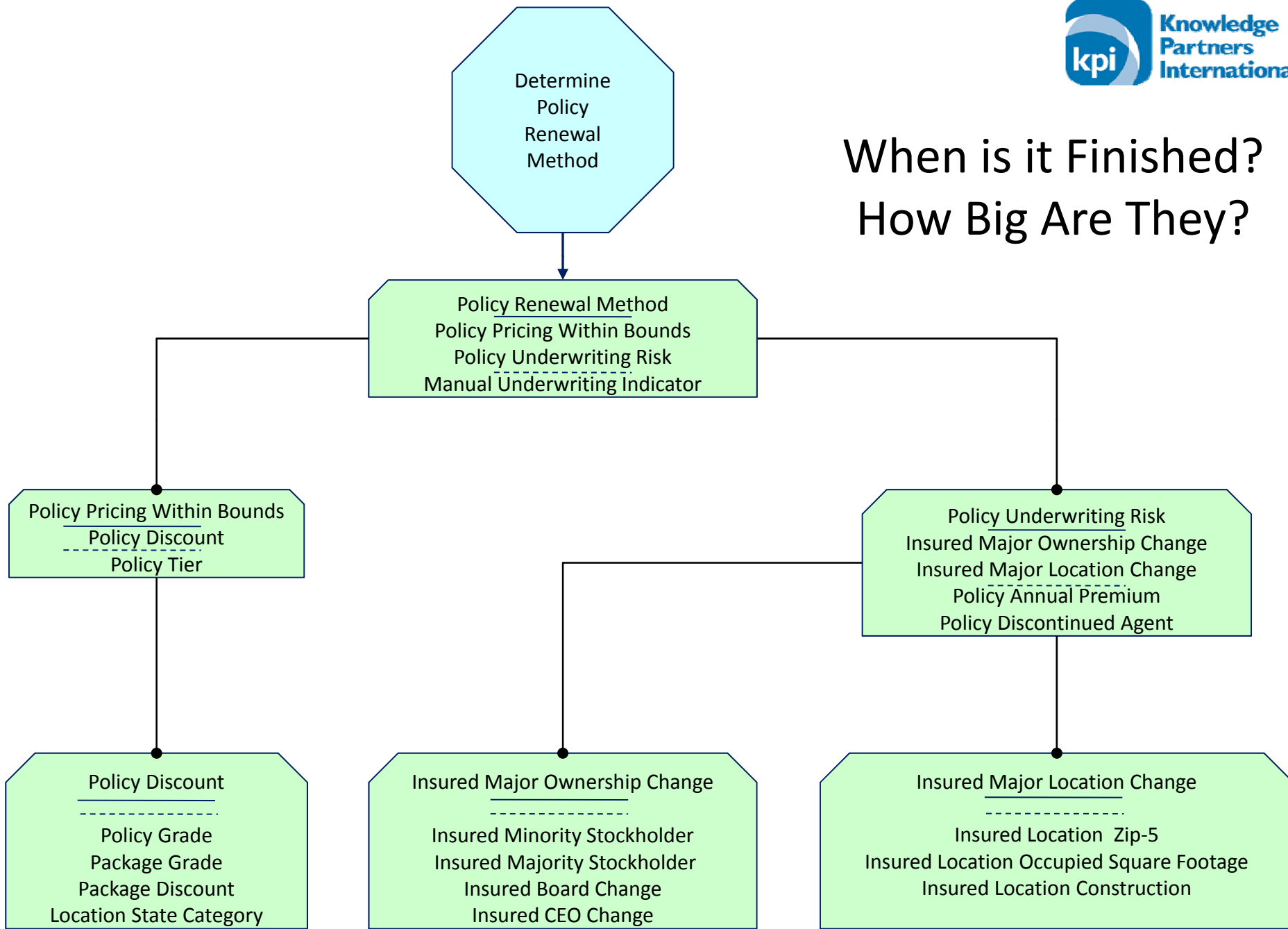
Decision Model Notation



Pattern	Conditions						Conclusion	
	Policy Underwriting Risk		Policy Pricing Within Bounds		Manual Underwriting Indicator		Policy Renewal Method	
1	Is	Nonstandard					Is	Manual Renewal Process
2			Is	No			Is	Manual Renewal Process
3					Is	On	Is	Manual Renewal Process
4	Is	Standard	Is	Yes	is	Off	Is	Automatic Renewal Process

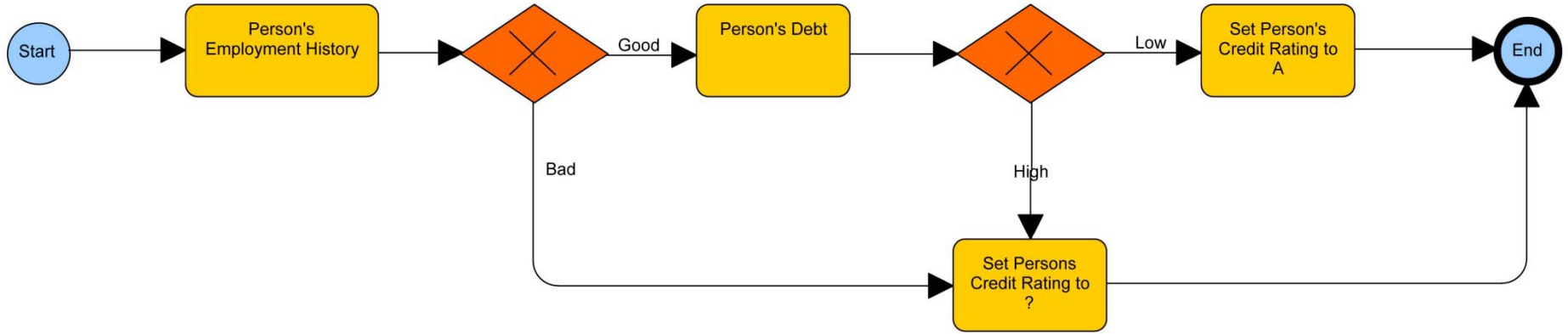
Pattern	Conditions				Conclusion	
	Policy Tier		Policy Discount		Policy Pricing Within Bounds	
1	≤	1			Is	No
2	≤	1.5	>	10%	Is	No
2	≤	2	>	20%	Is	No
2	≤	2.6	>	22%	Is	No
2	>	1	≤	0%	Is	Yes
2	>	1.5	≤	20%	Is	Yes
2	>	2	≤	22	Is	Yes
1	>	2.6			Is	Yes

When is it Finished? How Big Are They?

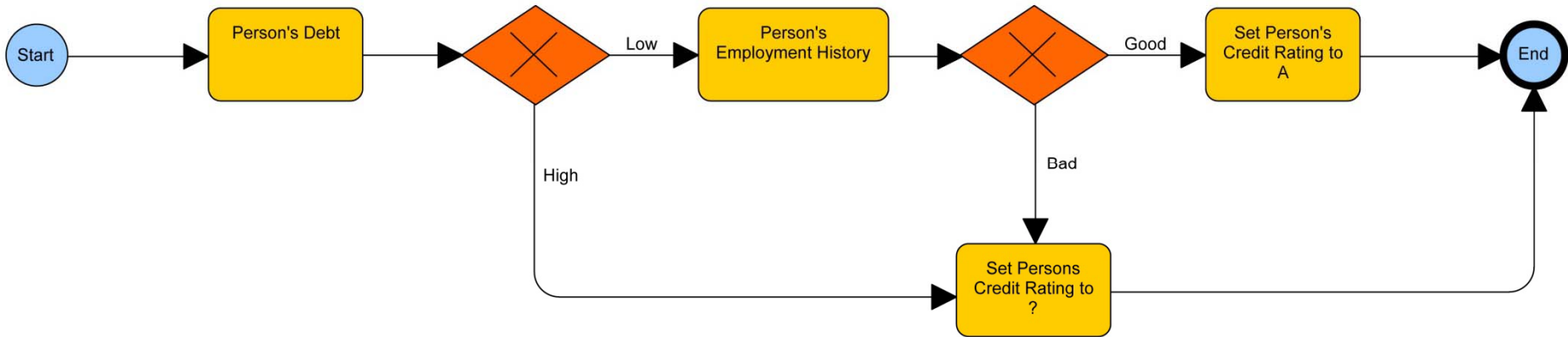


The Decision Model Difference in Process Models

Option 1



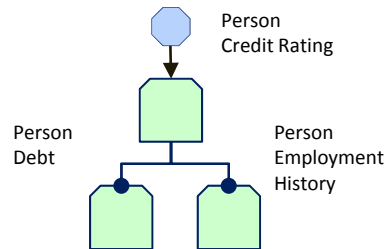
Option 2



Option 3:



Process Model



Decision Model Diagram

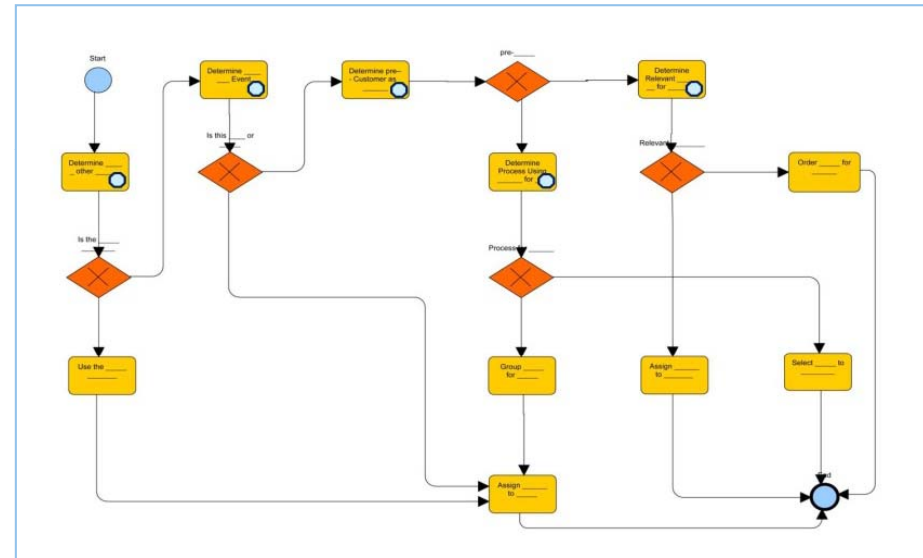
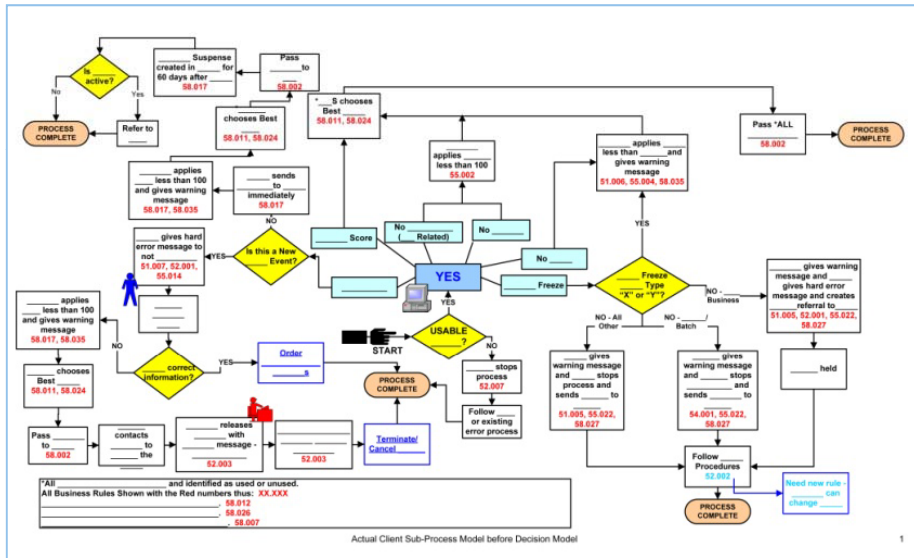
	Conditions					Conclusion	
Rule Pattern	Person's Debt		Person's Employment History		Person's Credit Rating		
1	is	Low	is	Good	=	"A"	
1	is	Low	is	Bad	=	?	
1	is	High	is	Good	=	?	
1	is	High	is	Bad	=	?	

Decision Rule Family Table

Simplify the Models, Improve the Solution, Now You Know How

Before

After



Evolution since Publication of the Book

- Evolution of Practice
 - Clients are deploying their decision models with conspicuous success
 - Development of Decision Views, Automated Testing and other techniques of practice in The Decision Model
 - Application of Business Decision Maturity Model (BDMM)
 - Emergence of supporting technology
 - OpenRules
 - RuleGuide
 - InteGreat
 - Forthcoming announcement from Sapiens – BDMM 4 Decision Management
- Rate of Adoption – anecdotal evidence
 - Success of KPI Practice and the STEP methodology
 - Emails from adopters
 - Rate of attendance at webinars
 - Consistently rising book sales

Mark Pettit

Information and Decision Management

March 23, 2011

OBSERVATIONS ON MANAGING RULES IN THE DECISION MODEL

The Decision Model

- The tabular format and the grouping of rules into decisions was very intuitive to the business
- The Decision Model's principles and normalization rules give us confidence we can get repeatability and consistency amongst business analysts when performing rules analysis.
- Rule analysis is greatly enhanced. The ability to navigate our rules framework top down allows us to focus on the rules that are relevant to the policy changes.
- Business users have started to think about policy changes through the Decision Model framework. This speeds up operations' analysis substantially.
- The structural integrity of the Decision Model makes the technology implementation straightforward
- We are starting to see folks treat our rules as an asset. They are seeing the benefits of consistently documenting our business logic.