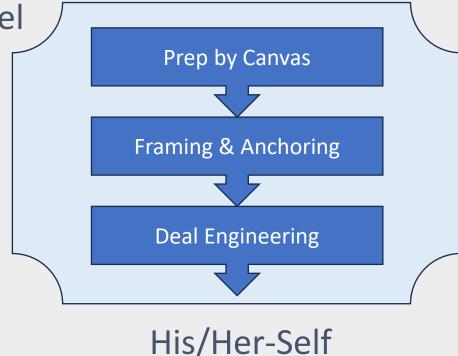
# NEGONOMIX MODEL

### Collaborative Model

- Relationship Model
- Contractual Model
- Social Norms

### Trust

- Competences & Character
- Experience Cycle
- Conflict Resolution



My-Self

#### Overcome Resistance

- DMU & Stakeholder Dynamics
- Emotions, Bias, Noise
- Ability to Change

## Value Storyline

- Product & Function
- Value Area Mapping
- Investment to Value / Pricing