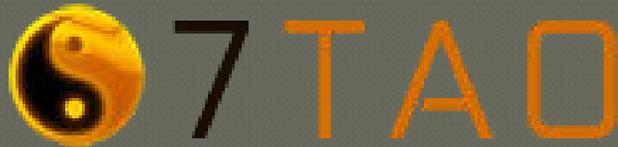


Understanding the US China Trade War

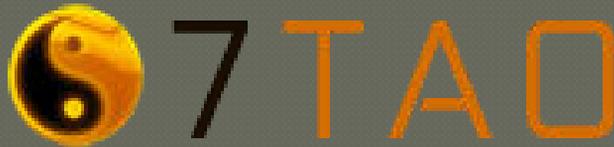
Grand Master

孫子兵法



Grand Master: Attack

- 7Tao believes in the peaceful resolution of conflict through learning about the past and the effects confrontational changes can impose upon the future.
- The Grand Master is responsible for the total attack strategy against a chosen set of competitors. All Strategic Masters responsible for attacking the competition report to him. The Grand Master's role is as follows:
 - **1:** Collect results from the Strategic Masters of attack against the competition. The Grand Master must measure how much the competitor is suffering as a direct result of the 7Tao attacks of our company. Here the Grand Master measures these results and places these results in the war room. The Strategic Masters must gather all effective strategies to break the competitions will to win using the 12 strategies of attack provided on the attack side of the book. This means collecting knowledge of their 7Tao. If the Grand Master can ensure that we are winning against the competitor's 7Tao, then we are growing.
 - **2:** The Grand Master must have total collation of the effect of each attack project's ROI. If the attack project brings home a ROI of 1:8 units of currency, then we have hit the competitor 8 times but only fired one attack.
 - **3:** The Grand Master must reduce the ability of the competitor to produce good quality goods or identify the competitor with poor quality. If an attack project can make our quality higher than the competitors quality, then we have hit the competitor hard by quantifying him with poor quality.
 - **4:** The Grand Master must increase the competitor's costs. If the attack project can increase a competitors cost by 10% while systematically reducing our own, then we can win the fight against the competitor's 7Tao. We must increase the competitor's costs by using the attack combinations provided in the attack manual.



Grand Master: Defence

- The Grand Master is responsible for the total defense strategy across the corporation. All Strategic Masters from each business unit or business complex report to him. The Grand Master's role is as follows:
 - 1: Collect results from the Strategic Masters from each business and collate the findings. How much money have they saved in the defense strategy? To achieve this, each Strategic Master must find the total money saved through his defense teams and justify how each project has made an impact to the 7Tao of the corporation.
 - 2: The Grand Master must have total collation of the 1:8 Return On Investment figure. He must prepare the total figure of all projects which have a defensive role underneath him. He reports every month the impact of each projects contribution to the corporation interests. He must have a final figure averaging 1:8 every month. Here, he makes sure that every project is returning investment poured into the strategy of defense by one dollar invested bringing 8 dollars back. To do this, he must collect defense data from every Strategic Master of the business and weigh the costs against the gains giving him a ROI figure of 700%.
 - 3: The Grand Master must have accurate descriptions of the state of quality within the corporation. He must show the total quality indicator to the board of directors. To achieve this, he must add up all quality indicators from every Strategic Master within the business and create an average of the quality going to the customer at the exit gates of the factory. The Grand Master must try to find out which of these customers were on the receiving end of any poor quality product and put in programs to reimburse them collectively for the receiving of poor quality goods from the company. He will make it the job of the factory responsible as well as the Operational, Tactical and Strategic Masters to identify what products were given to what customer and when. He will make the 7Tao team responsible in explaining to the customer why the quality was poor.
 - 4: The Grand Master must report on projects cost redefinition. The only way to do this is to check that a project is not being done twice. Although factory teams will try to 'label' a project different to the last 'similar' project, the Grand Master must analyze that people within the factory are not trying to do the 'same chapter' over and over again. He will achieve this by checking that every project is different and value added is being implemented 'right first time'.



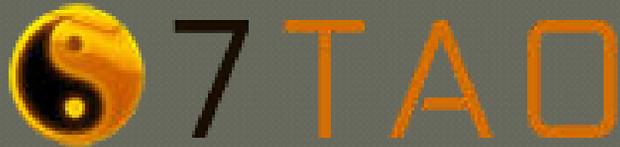
Grand Master

● **Study elements:**

- The origins of the US China Trade War.
- The arrival of industrial warfare.
- Competitive transactions.
- Choose from 512 strategies, tactics & Ops.
- Battle scenario's for defence.
- Choose your sparring partner opponent.
- Local, National and International combat.
- Learn different styles of industrial warfare.
- Use of 7Tao Criteria.



Q & A	
Cohort size	3 to 7
Combat against internal and external teams	Yes. Unlimited combat against competitors known and unknown.
Factory based simulation	Unlimited numbers
Bank of Attack and Defence Strategies, Tactics and Operations.	512
Duration	12 months. Day release. Monthly.
Entry Qualifications	'Degree' Level, all attack and defence qualifications prior to entry.
Age Requirement	25+
Lectures	Unlimited access to Masters / Online / Self Learning / continuous life long learning
Practical sessions: Battles across multiple industries.	Unlimited Industrial Battle sessions.
Industrial Combat across international environments.	Practise, teaching, lecturing, consulting mentoring and coaching across multiple environments.



Understanding the US China Trade War

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