

الرواية

نوال السعداوى



طبقا لقوانين الملكية الفكرية

جميع حقوق النشر و التوزيع الالكتروني
لهذا المصنف محفوظة لكتب عربية. يحظر
نقل أو إعادة نسخ أو إعادة بيع أي جزء من
هذا المصنف و بثه الكترونيا (عبر الانترنت أو
للمكتبات الالكترونية أو الأقراص المدمجة أو أي
وسيلة أخرى) دون الحصول على إذن كتابي من
كتب عربية. حقوق الطبع الورقي محفوظة
للمؤلف أو ناشره طبقا للتعاقدات السارية.

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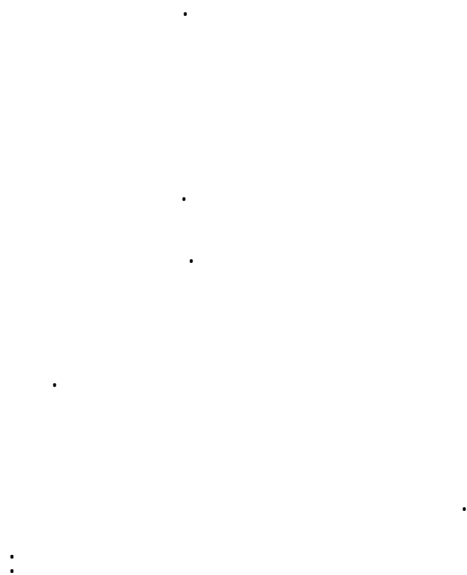
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(**Josep Limona**)



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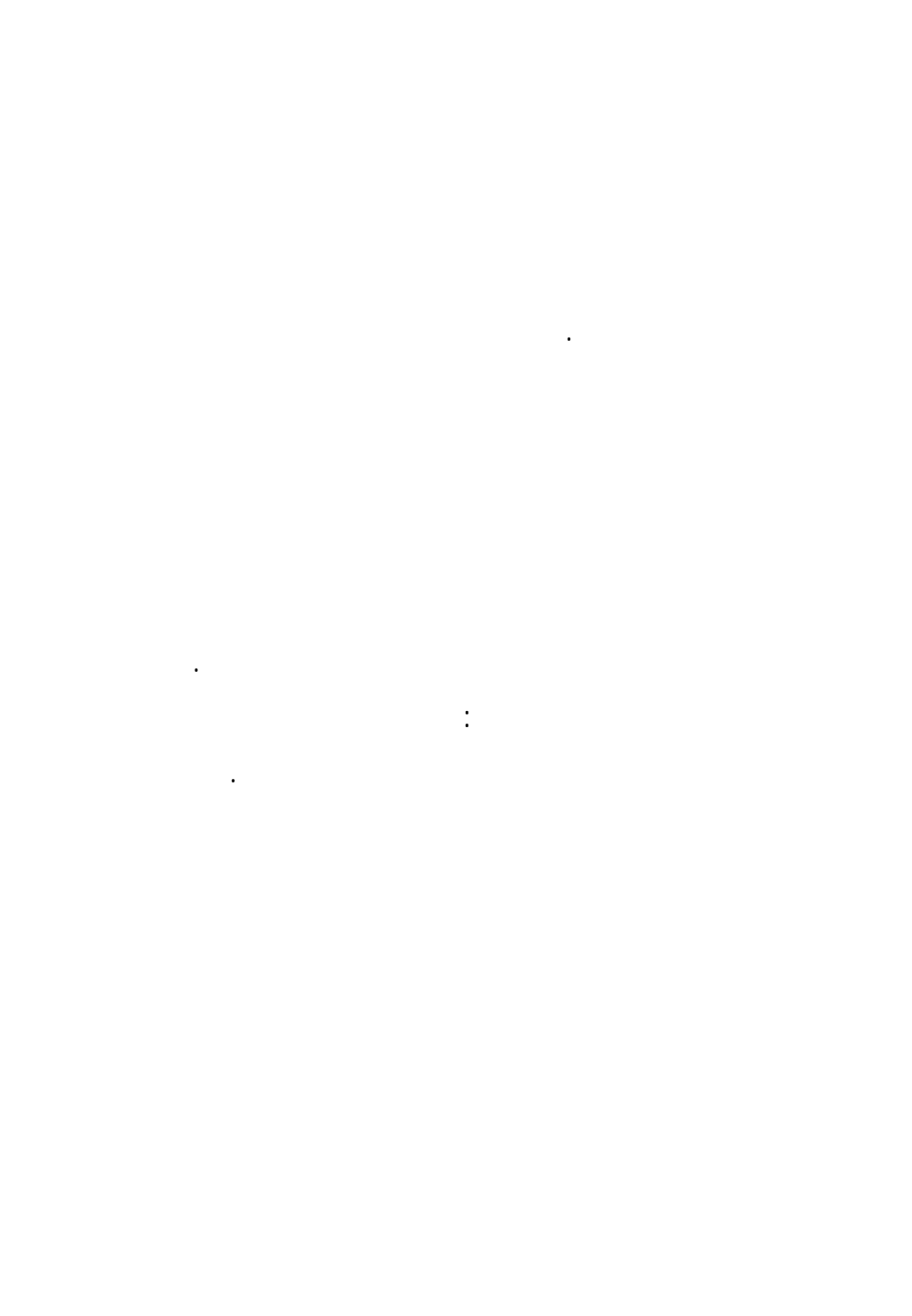
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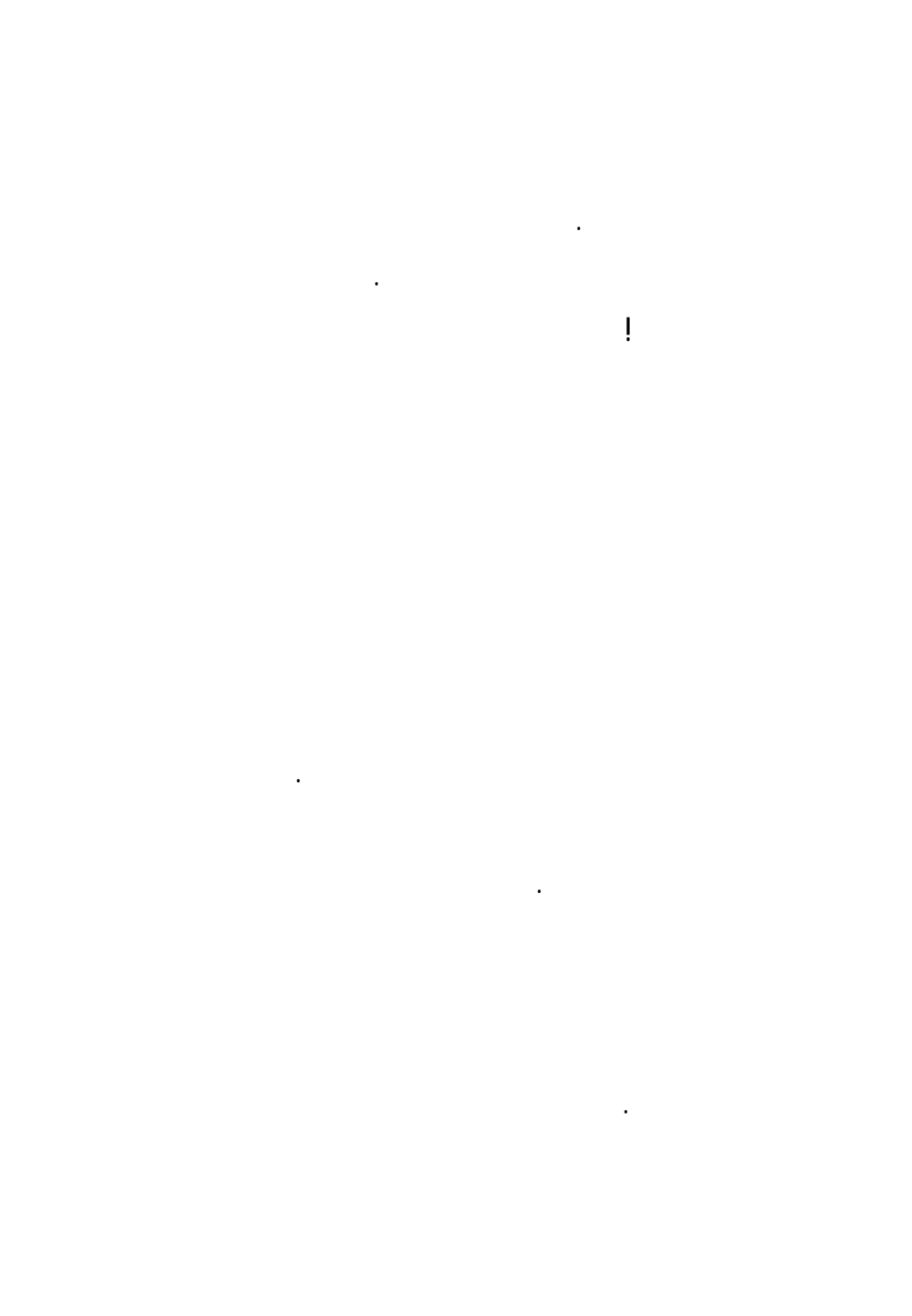


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1. The first step in the process of identifying a problem is to recognize that a problem exists. This is often done by comparing current performance to a desired state or goal. For example, a manager might notice that sales are down or that customer satisfaction is low. Once a problem is identified, the next step is to define it more precisely. This involves determining the scope of the problem, its causes, and its effects. For instance, a manager might define a problem as "a 10% decrease in sales over the last quarter, primarily due to a loss of market share in the competitive market." The third step is to analyze the problem. This involves gathering data, identifying key factors, and determining the underlying causes. For example, a manager might analyze sales data to identify trends, compare performance to competitors, and determine the reasons for the decline. The fourth step is to generate potential solutions. This involves brainstorming ideas, consulting with others, and evaluating different options. For instance, a manager might generate solutions such as "implementing a new marketing strategy," "improving customer service," or "reducing prices." The fifth step is to select a solution. This involves evaluating the potential solutions based on criteria such as cost, feasibility, and effectiveness. For example, a manager might select a solution based on its potential to increase sales and improve customer satisfaction. The sixth step is to implement the solution. This involves putting the chosen solution into action, monitoring progress, and making adjustments as needed. For instance, a manager might implement a new marketing strategy by launching a series of advertisements and tracking sales over time. The seventh and final step is to evaluate the results. This involves comparing the actual outcomes to the desired state and determining whether the problem has been solved. For example, a manager might evaluate the results of a new marketing strategy by comparing sales to the previous quarter and determining if the decline has been reversed.

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