

### PROCESSES

1. The first step in the process is to identify the problem or opportunity. This involves a thorough analysis of the current situation and a clear definition of the goal. Once the goal is established, the next step is to develop a strategy to achieve it. This strategy should be based on a deep understanding of the market and the organization's capabilities. The strategy should also be flexible enough to adapt to changing circumstances. Once the strategy is developed, the next step is to implement it. This involves allocating resources, setting up a project team, and establishing a timeline. The final step in the process is to evaluate the results. This involves comparing the actual performance against the target and identifying areas for improvement.

Process	Step	Duration	Resources
Project A	1. Planning	2 weeks	10 people
	2. Execution	4 weeks	20 people
	3. Monitoring	2 weeks	5 people
	4. Evaluation	1 week	2 people
Project B	1. Planning	3 weeks	15 people
	2. Execution	5 weeks	25 people
	3. Monitoring	3 weeks	10 people
	4. Evaluation	2 weeks	5 people

### LINGSTON

