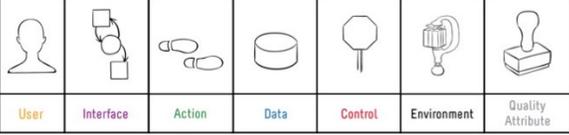
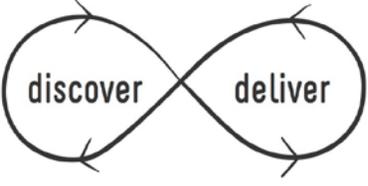
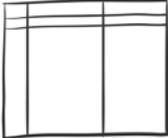
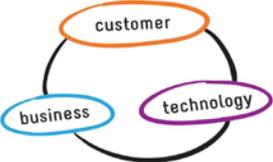
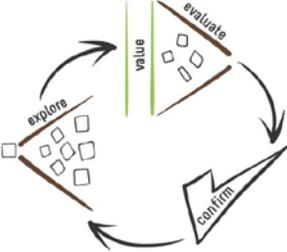


# Discover To Deliver™ Key Terms Glossary

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<p>7 Product Dimensions</p>		<p>Aspects of a product that collectively provide a holistic, comprehensive understanding of the product.</p>
<p>Discover to Deliver</p>		<p>Ongoing, interwoven activities to discover product needs and deliver a high-value solution.</p>
<p>Plan</p>		<p>The partner's best estimate of what might be delivered during a given planning horizon to achieve value.</p>
<p>Planning View</p>		<p>A planning perspective for delivering product options.          big-view: longest delivery cycle          pre-view: medium-range delivery cycle          now-view: shortest delivery cycle</p>
<p>Product Partners</p>		<p>Those who collaborate to discover and deliver a product.          customer: uses, buys, advises          business: sponsors, champions, advises          technology: designs, builds, tests, deploys, delivers, supports</p>
<p>Structured Conversation</p>		<p>A framework that guides product partners as they learn about a product's possibilities and decide what to deliver, a.k.a. refining, grooming, preparing, optioning, refining, slicing.          explore: search for product options          evaluate: decide on candidate solutions for delivery          confirm: check product before, during, and after delivery</p>