



A close-up photograph of a vibrant green chameleon perched on a dark, textured branch. The chameleon's body is covered in fine, bumpy scales, and its head is turned slightly to the right. Its large, prominent eye is visible, and its mouth is slightly open, showing its tongue. The background is blurred, showing more of the branch and some green foliage. A semi-transparent white rectangular box is overlaid on the image, containing the text "Legal does Design Thinking?".

Legal does Design Thinking?

Legal does Design Thinking

Praxisbeispiele für erfolgreiches
Design Thinking mal anders

Robert Misch

Dr. Sascha Theißen, MBA

Berlin, 21.09.2017
ModernRE





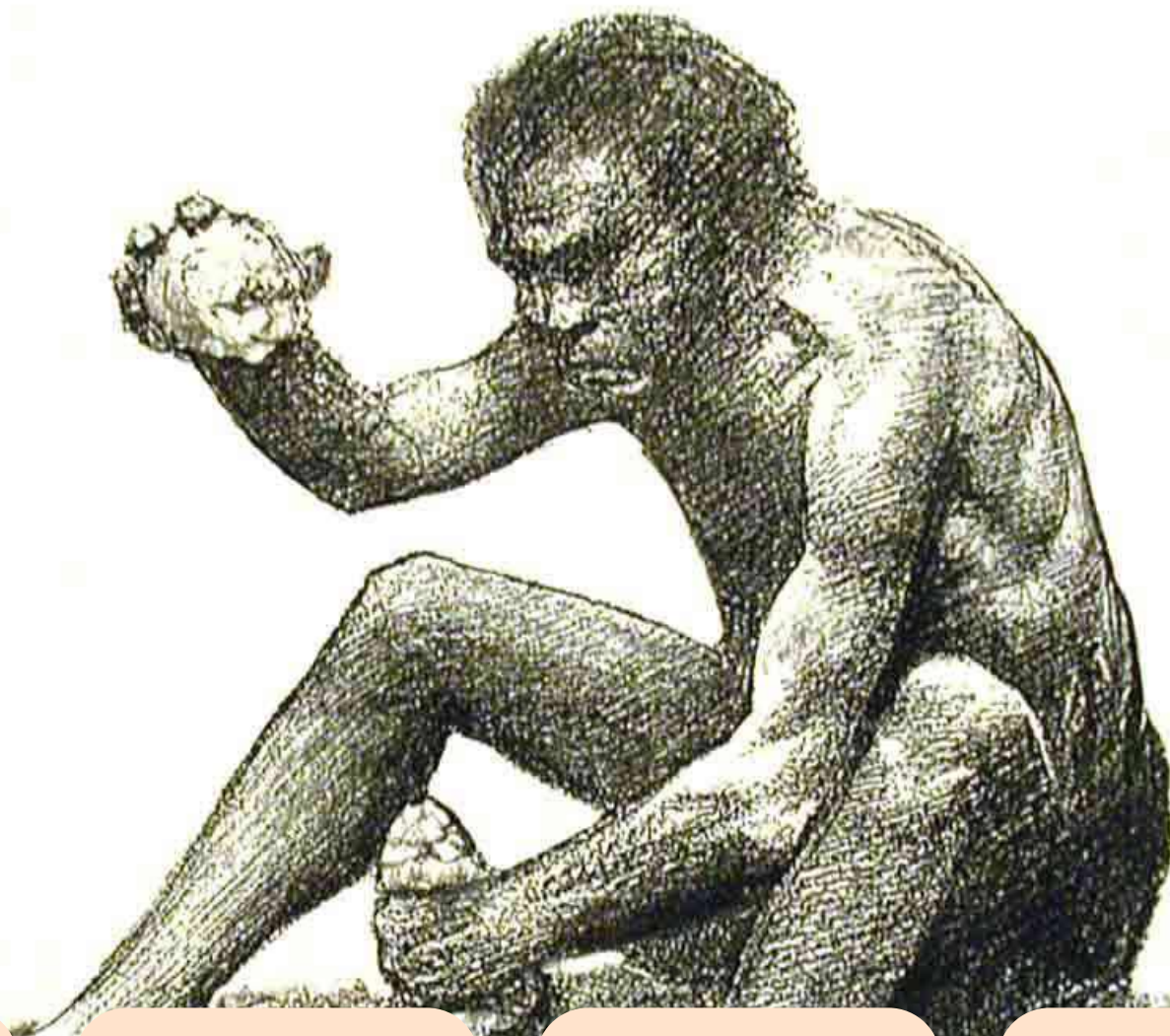








Traditioneller Denkprozess



Anforderungen
verstehen



Erstbeste
Lösung

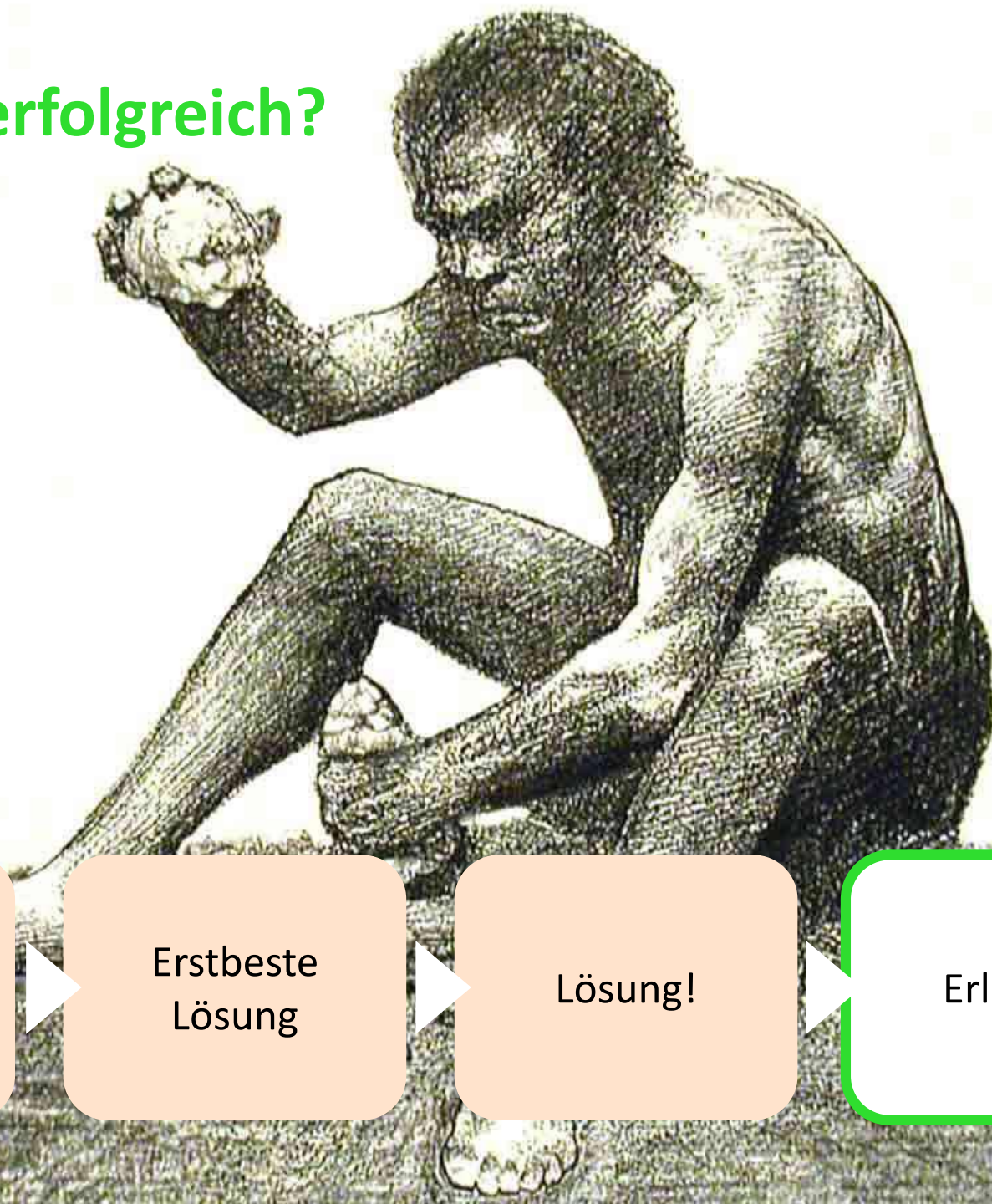


Lösung!



Erledigt.

Und erfolgreich?



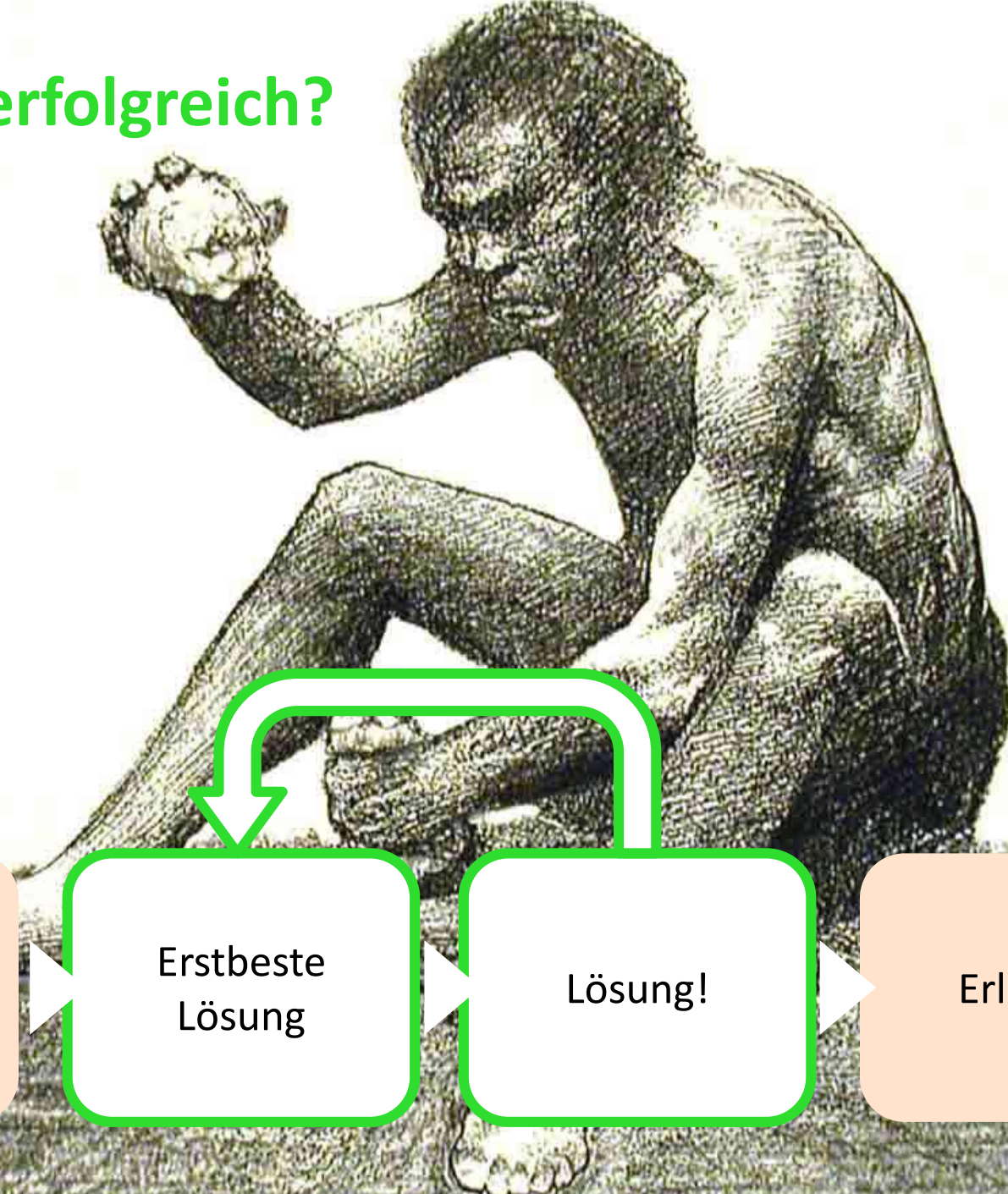
Anforderungen
verstehen

Erstbeste
Lösung

Lösung!

Erledigt. ?

Und erfolgreich?

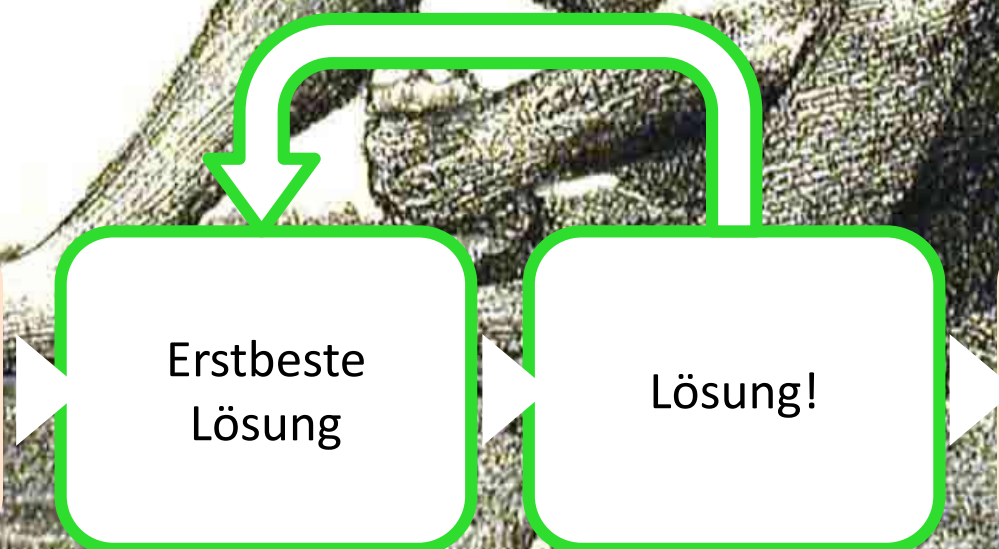


Anforderungen
verstehen

Erstbeste
Lösung

Lösung!

Erledigt.





Design Thinking

Zeit





Perspektivwechsel



Logic

Magic

Das Problem
verstehen

Vorstellen,
wie es sein
könnte



Mindracer



// 1. Zeichnen Sie ein Sofa für Ihren Sitznachbarn!



// 2. Interviewen Sie Ihren Sitznachbarn!

1. Was machen Sie üblicherweise, wenn Sie sich auf einem Sofa befinden?



.....

2. Was mögen Sie am liebsten: sitzen, liegen, stehen, etc.?

.....

3. Wann ist für Sie die perfekte Zeit für ein Sofa und warum?

.....

4. Stellen Sie sich vor: Sie befinden sich auf dem Sofa und gehen Ihrer Lieblingsaktivität nach, was würde Sie stören oder gar frustrieren?

.....

5. Stellen Sie sich vor: Sie befinden sich wieder auf dem Sofa und gehen Ihrer Lieblingsaktivität nach, was würde Sie ungemein erfreuen?

.....

// 3. Zeichnen Sie nun eine Sitzgelegenheit anhand der eben erfragten Bedürfnisse Ihres Sitznachbars!



// 4. Vergleichen Sie: Unterscheiden sich ihre Zeichnungen?

- Ja, sie unterscheiden sich.
- Nein, sie sind gleich.



5. Fragen Sie ihren Sitznachbarn: Welche Sitzgelegenheit passt besser zu seinen Bedürfnissen?

- #1, weil
- #2, weil

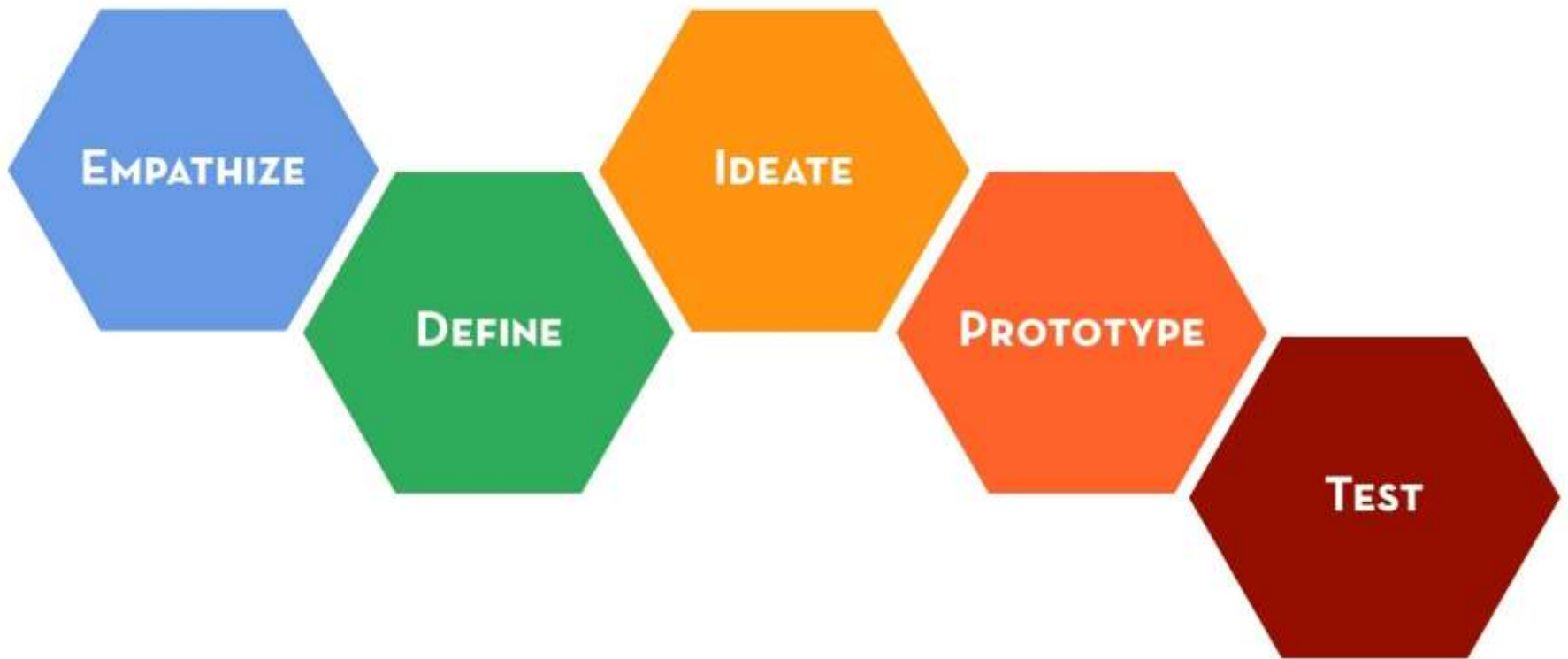


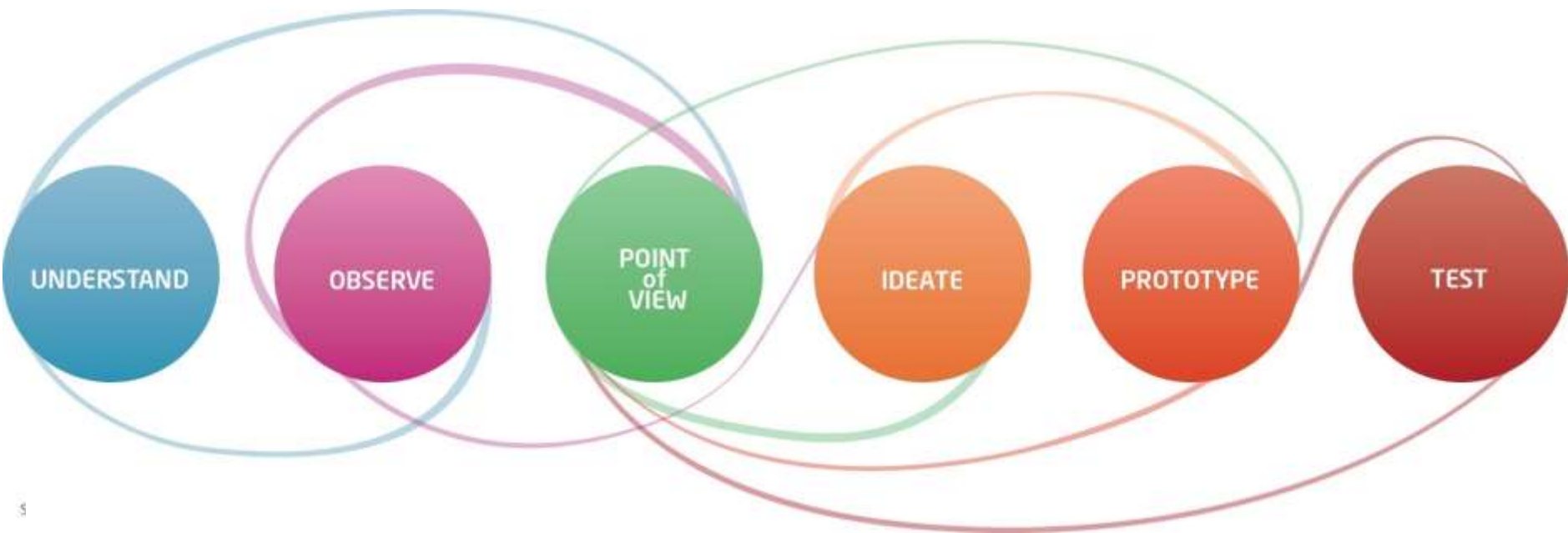


Design umfasst Aussehen, Funktion und Interaktion.

Es orientiert sich an den vielfältigen
Bedürfnissen des Menschen.

Design Thinking möchte
Mehrwert
durch wahres Kunden-
verständnis schaffen.





5



Wie lernen wir den Kunden kennen?
Was haben wir in der Mindracer Übung gemacht?

Beobachten

Thinking and feeling

What is important to the customer?
What are his hopes, dreams or fears?

Seeing

What is the customer's environment like?

Hearing

What influences the customer?

Pains

What obstacles or challenges does the customer have?

Gains

What does he hope to achieve and how might he measure success?

Fragen

Exkursion



Ist das denn genug?

Nein.

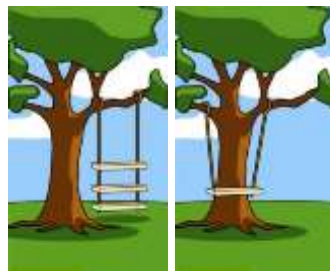


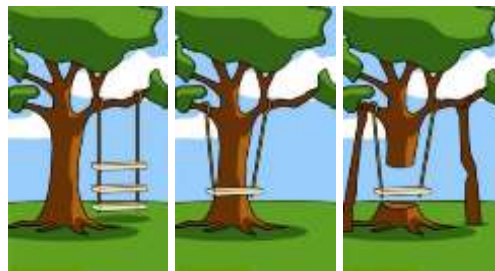
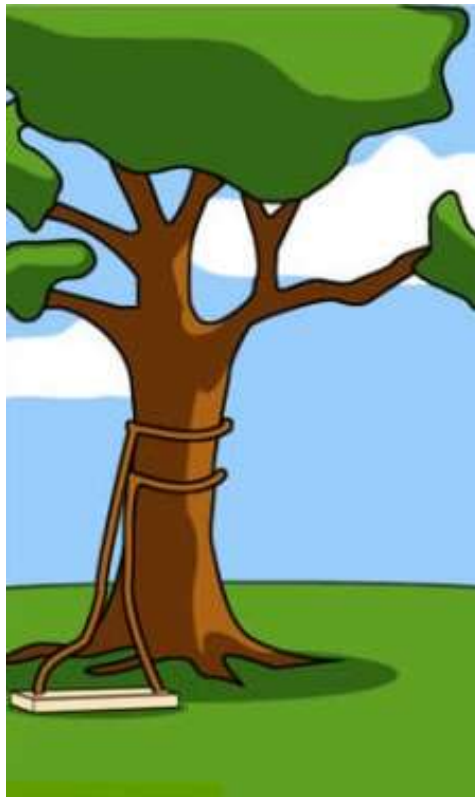


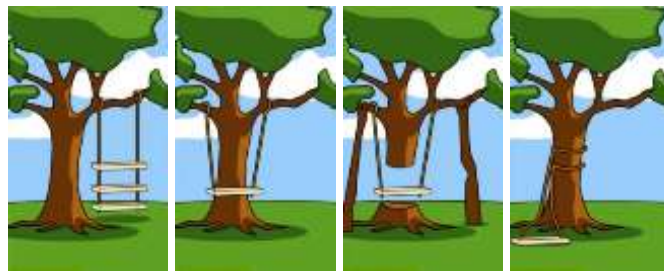
© Wavebreakmediamicro / Dreamstime.com

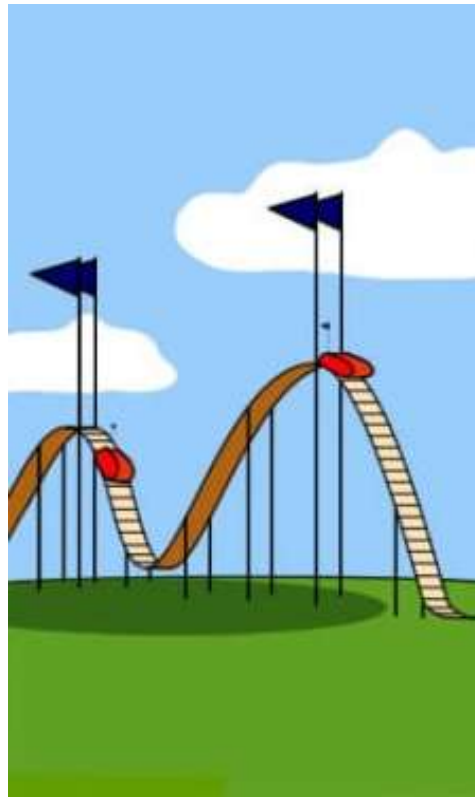


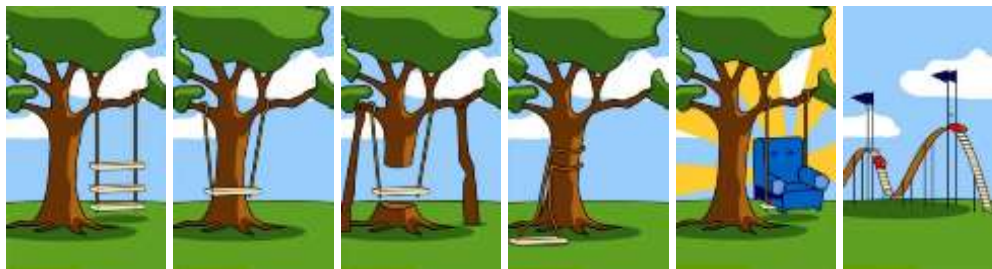
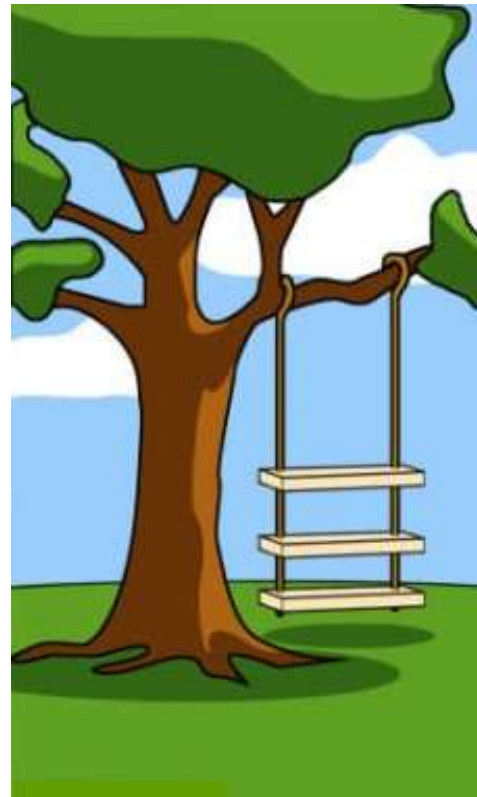






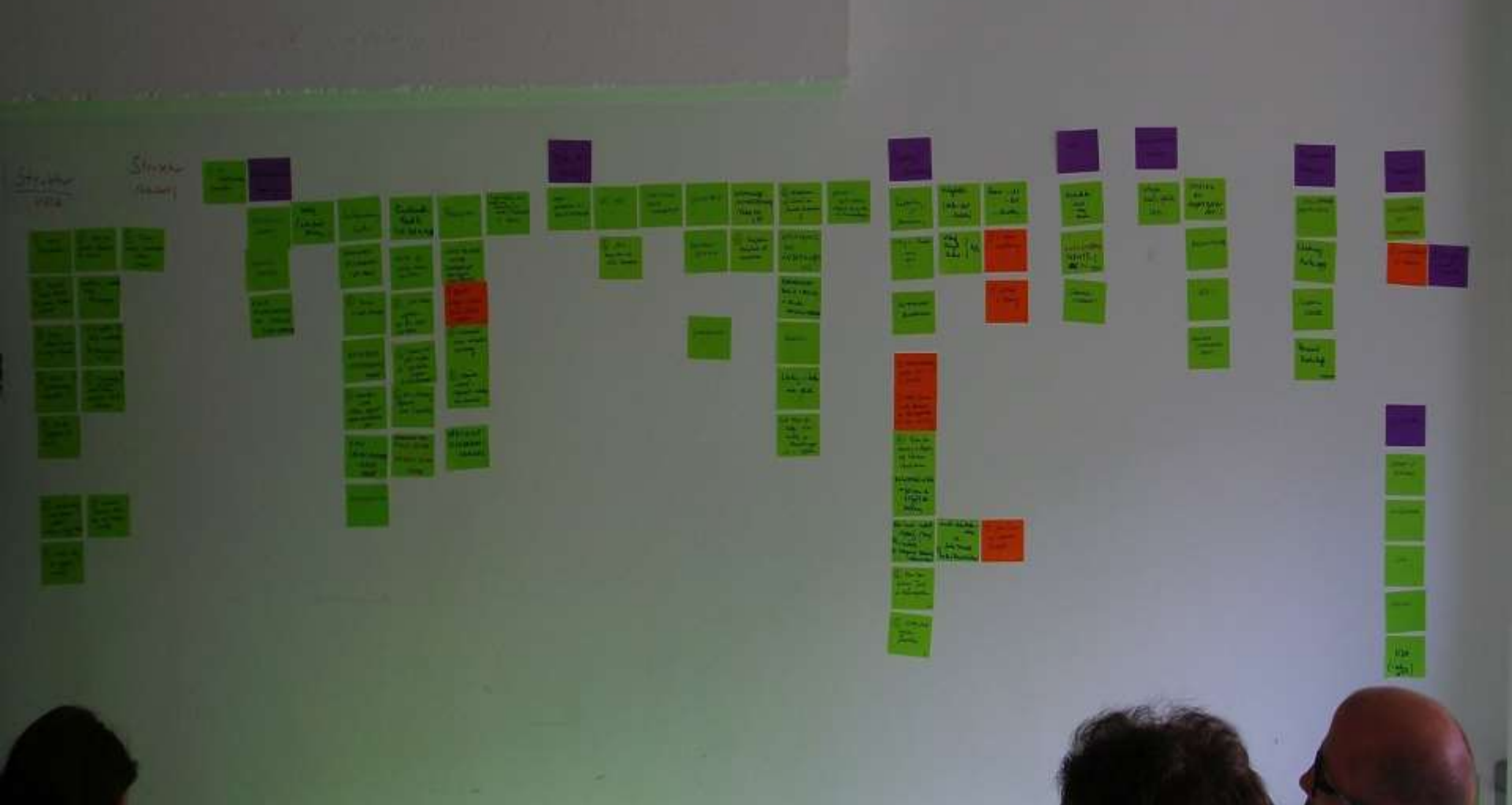








<p>QUESTION</p> <p>1. Explain the difference between a primary and a secondary cell. Give an example of each.</p> <p>ANSWER</p> <p>A primary cell is a cell that is designed to be used once and then discarded. It cannot be recharged. An example of a primary cell is a dry cell (zinc-carbon cell). A secondary cell is a cell that can be recharged and used repeatedly. An example of a secondary cell is a lead-acid battery.</p>	<p>QUESTION</p> <p>2. Describe the construction of a Daniell cell. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>The Daniell cell consists of two half-cells. The first half-cell contains a zinc electrode immersed in a solution of zinc ions (Zn²⁺). The second half-cell contains a copper electrode immersed in a solution of copper ions (Cu²⁺). The two half-cells are connected by a salt bridge. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>3. Explain the principle of electroplating. Write the half-cell reactions for the electroplating of copper onto a metal object.</p> <p>ANSWER</p> <p>Electroplating is a process in which a metal is deposited onto a metal object. This is done by passing an electric current through a solution containing ions of the metal to be deposited. The metal object to be plated acts as the cathode, and a metal electrode of the same metal as the ions in the solution acts as the anode. The half-cell reactions are: At the cathode: Cu²⁺ + 2e⁻ → Cu. At the anode: Cu → Cu²⁺ + 2e⁻.</p>	<p>QUESTION</p> <p>4. Describe the construction of a lead-acid battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>The lead-acid battery consists of several cells connected in series. Each cell contains a lead electrode (anode) and a lead dioxide electrode (cathode) immersed in a solution of sulfuric acid (H₂SO₄). The half-cell reactions are: At the anode: Pb + H₂SO₄ → PbSO₄ + 2H⁺ + 2e⁻. At the cathode: PbO₂ + H₂SO₄ + 2e⁻ → PbSO₄ + 2H₂O. The overall cell reaction is: Pb + PbO₂ + 2H₂SO₄ → 2PbSO₄ + 2H₂O.</p>	<p>QUESTION</p> <p>5. Explain the principle of a fuel cell. Write the half-cell reactions for a hydrogen-oxygen fuel cell.</p> <p>ANSWER</p> <p>A fuel cell is a device that converts the chemical energy of a fuel and an oxidant into electrical energy. In a hydrogen-oxygen fuel cell, hydrogen gas (H₂) is oxidized at the anode and oxygen gas (O₂) is reduced at the cathode. The half-cell reactions are: At the anode: H₂ → 2H⁺ + 2e⁻. At the cathode: O₂ + 4e⁻ + 4H⁺ → 2H₂O. The overall cell reaction is: 2H₂ + O₂ → 2H₂O.</p>	<p>QUESTION</p> <p>6. Describe the construction of a solar cell. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A solar cell is a device that converts solar energy into electrical energy. It consists of a semiconductor material, such as silicon, which is doped with impurities to create a p-n junction. The half-cell reactions are: At the p-n junction: Light energy → e⁻ + h⁺. The overall cell reaction is: Light energy → Electrical energy.</p>	<p>QUESTION</p> <p>7. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>8. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>9. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>
<p>QUESTION</p> <p>10. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>11. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>12. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>13. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>14. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>15. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>16. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>17. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>18. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>
<p>QUESTION</p> <p>19. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>20. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>21. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>22. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>23. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>24. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>25. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>26. Describe the construction of a battery. Write the half-cell reactions and the overall cell reaction.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>	<p>QUESTION</p> <p>27. Explain the principle of a battery. Write the half-cell reactions for a Daniell cell.</p> <p>ANSWER</p> <p>A battery is a collection of two or more cells connected in series. The Daniell cell is a type of battery. The half-cell reactions are: At the anode: Zn → Zn²⁺ + 2e⁻. At the cathode: Cu²⁺ + 2e⁻ → Cu. The overall cell reaction is: Zn + Cu²⁺ → Zn²⁺ + Cu.</p>



Legal Design Thinking











Sticky notes on the whiteboard, organized into columns:

- Column 1 (leftmost): 10 green sticky notes.
- Column 2: 10 green sticky notes.
- Column 3: 10 orange sticky notes.
- Column 4: 10 green sticky notes.
- Column 5: 10 orange sticky notes.

Handwritten notes on the whiteboard, organized into columns:

- Column 1 (leftmost): 10 orange sticky notes.
- Column 2: 10 orange sticky notes.
- Column 3: 10 orange sticky notes.
- Column 4: 10 orange sticky notes.
- Column 5: 10 orange sticky notes.





Guiding Interview Questions

- ▶ Latent problems/pains (address frequency!)
- ▶ "in a perfect world..."
- ▶ "open" questions
- ▶ Structure of contract
- ▶ "journey" in contacting a new customer
 - tell!
 - any sort of pains
- ▶ MUST - leaves & Dant's
- ▶ ~~other~~ topics to consolidate?
- ▶ overlapping services

LONDON DT WORKSHOP June 26th

Guiding Questions cont'd

- Risk associated w/ product
- Risk associated w/ our contractual partners' actions
- Key-Service to customers
- pains when negotiating
- Boiler Plates

- Containment of Risk

↳ NewCos?



"There is no real
risk associated w/
the product"

Link to
www.boilerplate.com

„There is no real risk associated
with the product“

MAKE A
NICE ☺
CONTRACT

usually want to be
legalistic

↳ rather keep talking
to curb, go out of
own way

better: more mutual
language instead
of customer's
obligations

„Make a NICE ☺ contract“



1. Front End

- Parties
- Billing details
- Contract details

2. Modules

- specifies
+ deviations from #3

3. Boilerplate

- Addition of
modules
- Inclusion ^{vs}_{or}

T+Cs

What needs
to be in
here?



Feedback

Front End

Information
collection
eg billing info

Notices

Counterparts /
Electronic Signatures

Parties

Contacts

Designation
of Services

Date

Inhibitors

Common
Molecular
Algorithms

Training
& Optimization
Algorithms

The Basics
(How and
Why for
Machine Learning)

Bayesian
Methods

Statistical
Learning

Support
Vector
Machines

Deep Learning
& Convolutional
Neural Networks

Reinforcement
Learning

Game Theory
& Auctions

Control
Systems

Robust
Control

Adaptive
Control

Learning
Control

Control
of
Systems

Control
of
Systems

Model References

Control of
Systems

Control
of
Systems

Control
of
Systems

Control
of
Systems

Control
of
Systems




UNIFIED DISTRIBUTION CONTRACT

PART 1: FRONT END

Customer

<input data-bbox="208 725 681 772" type="text" value="NAME / LEGAL ENTITY"/>	<input data-bbox="724 725 1197 772" type="text" value="ADDRESS"/>	
<input data-bbox="208 793 1197 841" type="text" value="COUNTRY"/>		

Billing details

<input data-bbox="208 1055 813 1102" type="text" value="IBAN"/>	<input data-bbox="855 1055 1197 1102" type="text" value="BIC / SWIFT"/>	
<input data-bbox="208 1123 813 1170" type="text" value="BILLING CYCLE"/>	<input data-bbox="855 1123 1132 1170" type="text" value="AUTO-RENEWAL"/> <input data-bbox="1058 1123 1132 1170" type="text" value="OFF"/>	

//





Design Thinking Praxisbeispiele













SIP & ENJOY

i'm lovin' it





Fotos ansehen

102€ pro Nacht

[Übersicht](#) - [Bewertungen](#) - [Der Gastgeber](#) - [Standort](#)

Large sunny bedroom in Kreuzberg



Jaroslav

Berlin, Berlin, Deutschland **★★★★★** 20 Bewertungen


Ganze Unterkunft


4 Gäste


1 Schlafzimmer


2 Betten

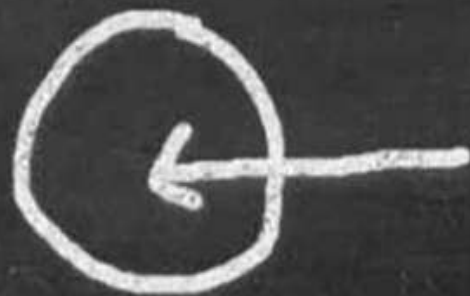
Check-in	Check-out
24.08.2017	26.08.2017

Gäste
1 Gast ▼

102€ x 2 Nächte	204€
Service-Gebühr ⓘ	30€
Gesamtsumme	234€



WHERE
THE
MAGIC
HAPPENS



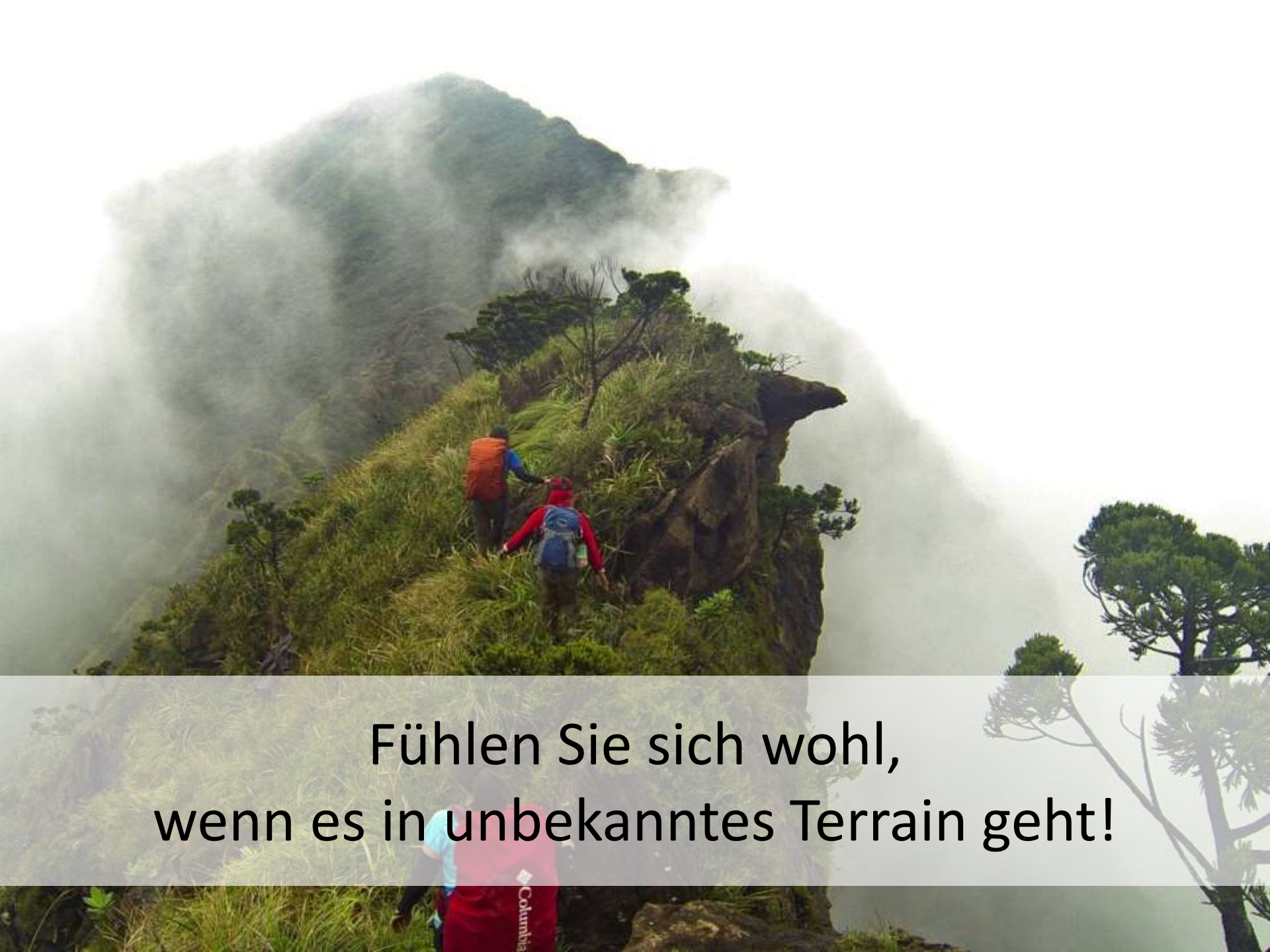
YOUR
COMFORT
ZONE

Design Thinking
ist ein Change im
Mindset!



Dann los!

Verlassen Sie Ihre
Komfortzone!

A photograph of two hikers on a mountain ridge. The hiker in front is wearing a red jacket and a blue backpack, while the second hiker is in an orange jacket. They are walking along a path of tall grass and small trees. The background is a vast, misty mountain range under a bright sky. A semi-transparent grey banner is overlaid at the bottom of the image, containing the text.

Fühlen Sie sich wohl,
wenn es in unbekanntes Terrain geht!



Seien Sie schnell,
wenn es heiß unter den Füßen wird!





Seien Sie anders,
denn jeder ist ein Kreativer!

Fragen?
Fragen?
Fragen?!



Vielen Dank!



Robert Misch

Berater & Coach für agiles Arbeiten und Management 3.0

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// **diconium/strategy**

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