

**COMMITMENT**

*"KEEPING YOUR OPTIONS OPEN SOUNDS LIKE A BAD DATING STRATEGY,  
BUT IN FACT IS A GREAT PROJECT MANAGEMENT STRATEGY.  
IT IS THRILLING TO SEE THESE SIMPLE IDEAS  
TAKE FORM IN THIS NOVEL GRAPHIC NOVEL."*

MARTHA AMRAM  
BESTSELLING AUTHOR OF "REAL OPTIONS" AND "VALUE SWEEP"

*"PROJECT TEAMS OFTEN STRUGGLE TO LEVERAGE "BEST PRACTICES"  
BECAUSE THEY'RE EXPLAINED IN COMPLEX, JARGON- FILLED BOOKS  
THAT ARE DRY, OVERLY VERBOSE, AND BORING. AND THAT'S A SHAME,  
BECAUSE THE PRACTICES DESCRIBED IN THIS ENGAGING  
AND DIRECT STORY ARE APPLICABLE IN ANY PROJECT.  
HIGHLY RECOMMENDED."*

LUKE HOHMANN  
FOUNDER AND CEO OF THE INNOVATION GAMES® COMPANY

*"THESE AUTHORS ARE SETTING A NEW STANDARD:  
BUSINESS BOOKS DO NOT NEED TO BE BORING!"*

HENRIK KNIBERG  
BESTSELLING AUTHOR OF "SCRUM AND XP FROM THE TRENCHES"  
AND "LEAN FROM THE TRENCHES"

*"THIS IMPORTANT TOPIC IS DELIVERED  
IN AN ENGAGING WAY BY TWO PEOPLE  
WHO KNOW THE TOPIC INSIDE AND OUT!  
A MUST READ!  
YOU WON'T BE ABLE TO PUT IT DOWN."*

POLLYANNA PIXTON  
CEO OF ACCELINOVA

# COMMITMENT

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**CHRIS MATTS**  
**CHRIS GEARY**



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«ENGLISH» TRANSLATION BY «TRANSLATOR'S NAME»



LEUSDEN, MARCH 23, 2013

WHAT YOU HAVE IN FRONT OF YOU IS THE OFFICIAL REVIEW / GALLEY VERSION OF THE UPCOMING GRAPHIC BUSINESS NOVEL "COMMITMENT".

THANK YOU FOR TAKING THE TIME TO READ THIS DOCUMENT AND PROVIDE US WITH FEEDBACK. WE GREATLY APPRECIATE YOUR TIME AND EFFORT.

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- \* DOES THE BOOK WORK FOR YOU? WHY?
- \* WHAT COULD WE DO TO MAKE THE BOOK EVEN BETTER?
- \* TYPOS
- \* CONTINUITY GOOFS
- \* ETC

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WITH KIND REGARDS,  
OLAV MAASSEN  
CHRIS MATTS  
CHRIS GEARY

# CHAPTER ONE

THAT'S  
FANTASTIC NEWS  
FOR YOU.

HMMM...  
YES, GREAT.

SO DID  
YOU GET IT  
IN SHARES  
OR CASH?

YES,  
THAT WOULD  
BE LOVELY.

YES,  
YOUR SUIT IS  
STILL IN MY  
WARDROBE.

I'VE HAD IT  
DRY CLEANED  
FOR YOU.

SO THAT  
MEANS YOU  
CAN'T MAKE  
SATURDAY  
NIGHT?

THAT'S  
OKAY.

SUNDAY  
NIGHT? YEAH,  
SUNDAY NIGHT  
IS GREAT.

RIGHT,  
NEED TO GO.  
SOME OF US  
ACTUALLY HAVE  
WORK TO GO  
TO.





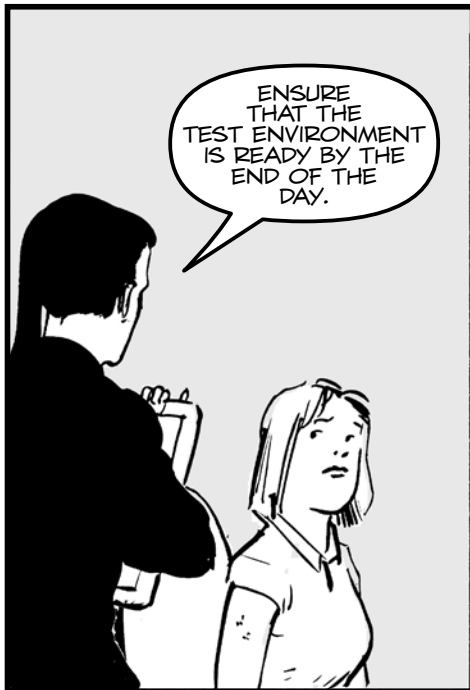


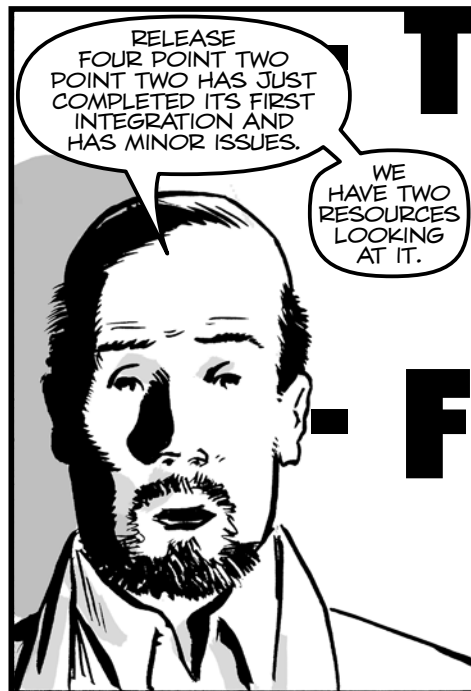
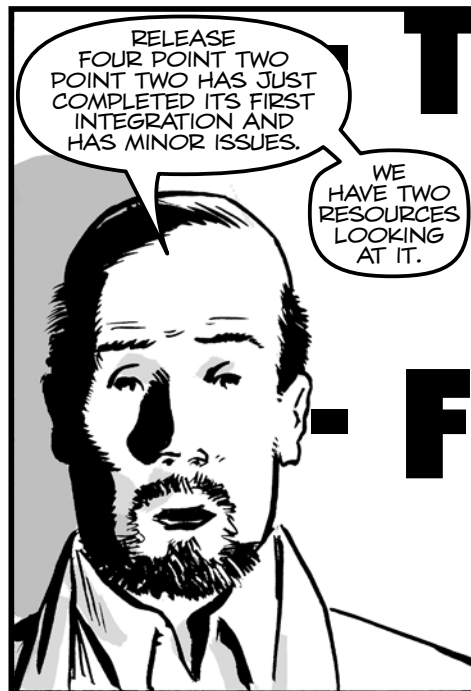
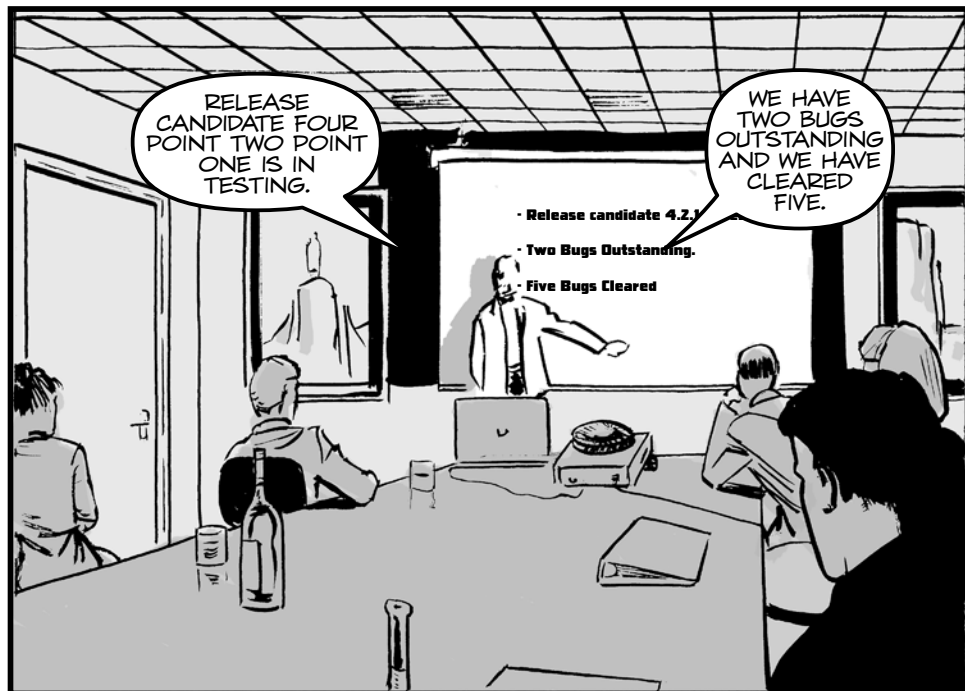
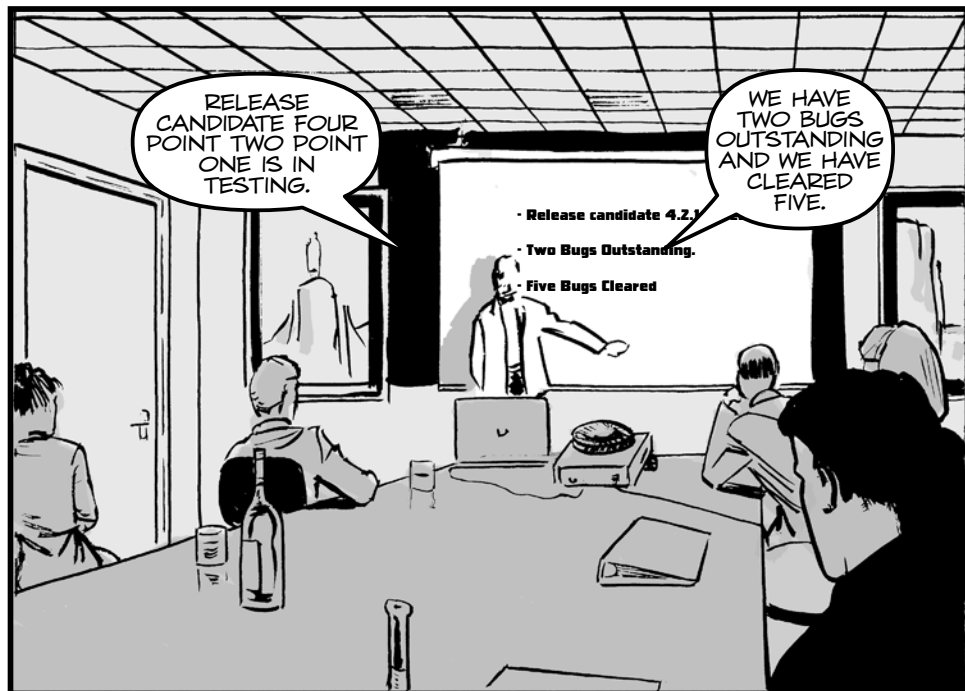
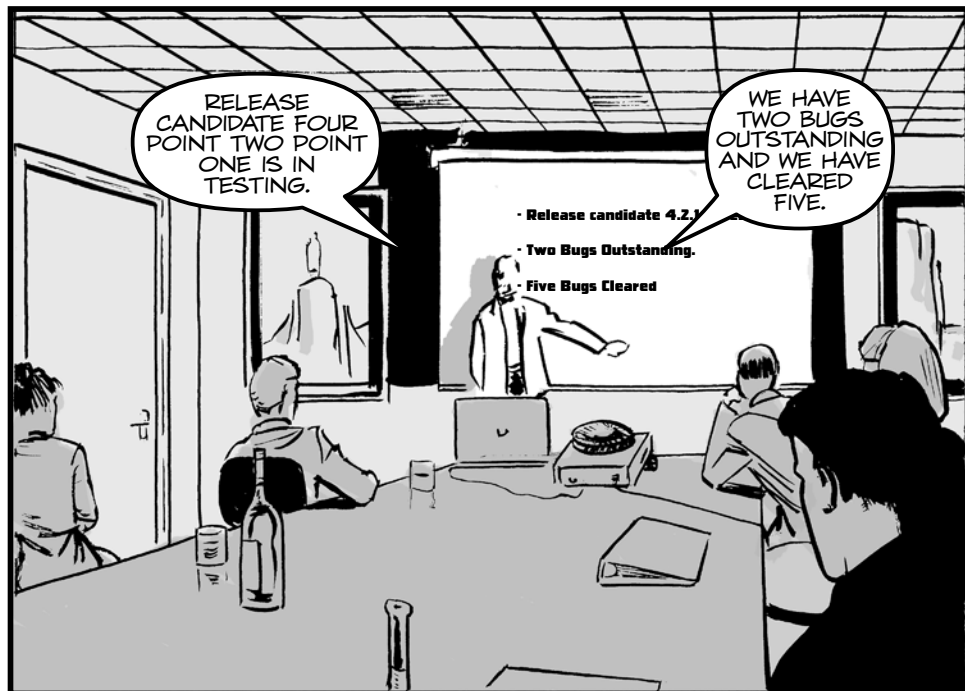
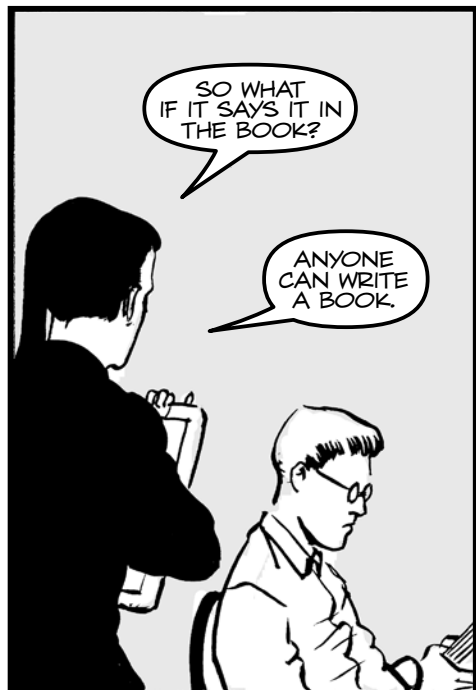
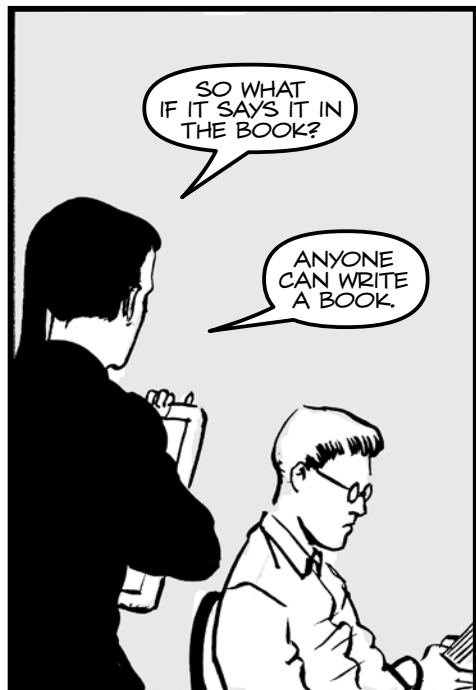




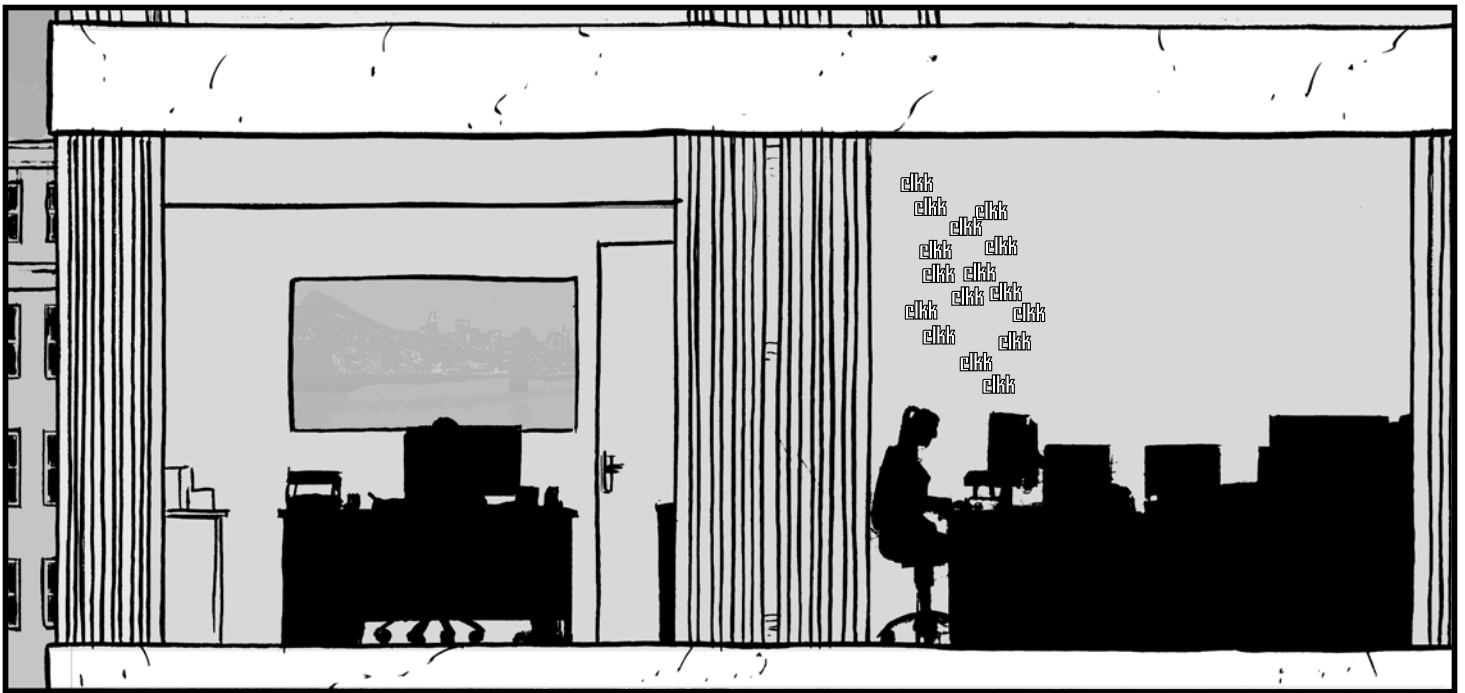


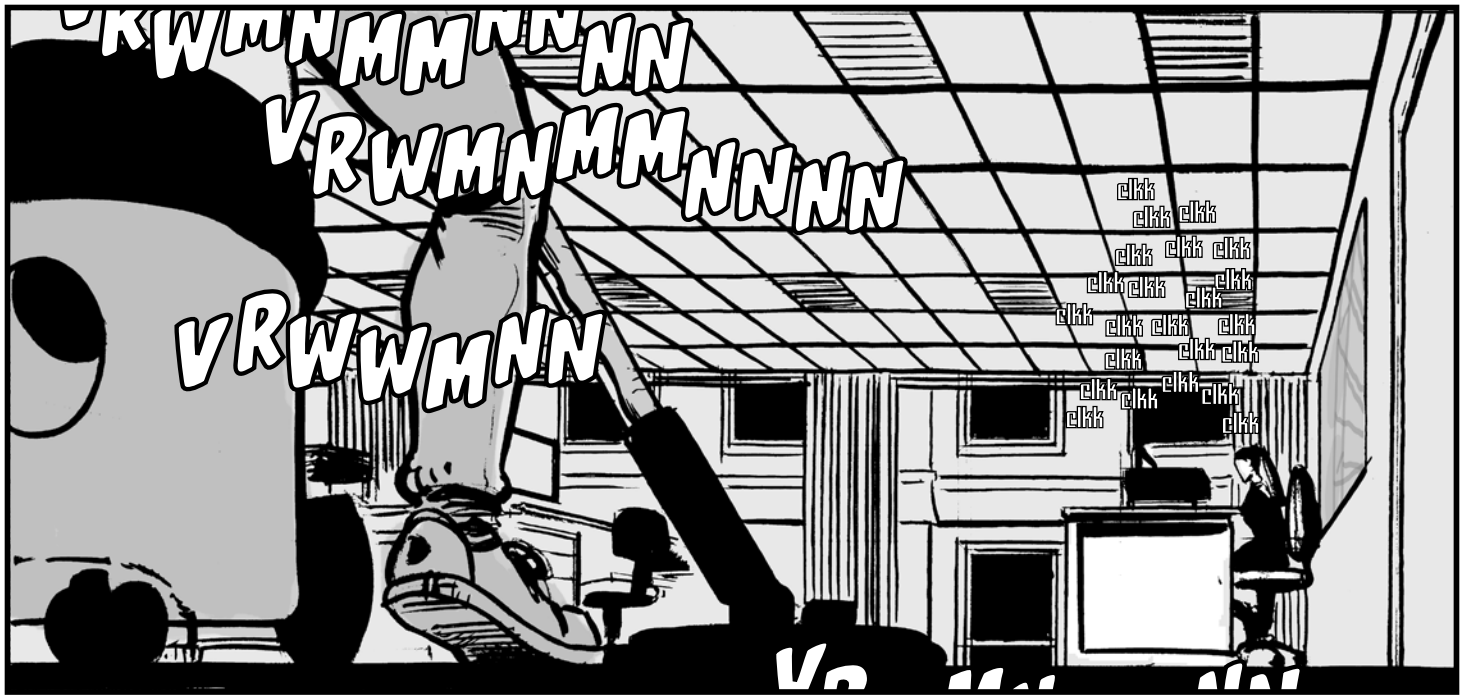




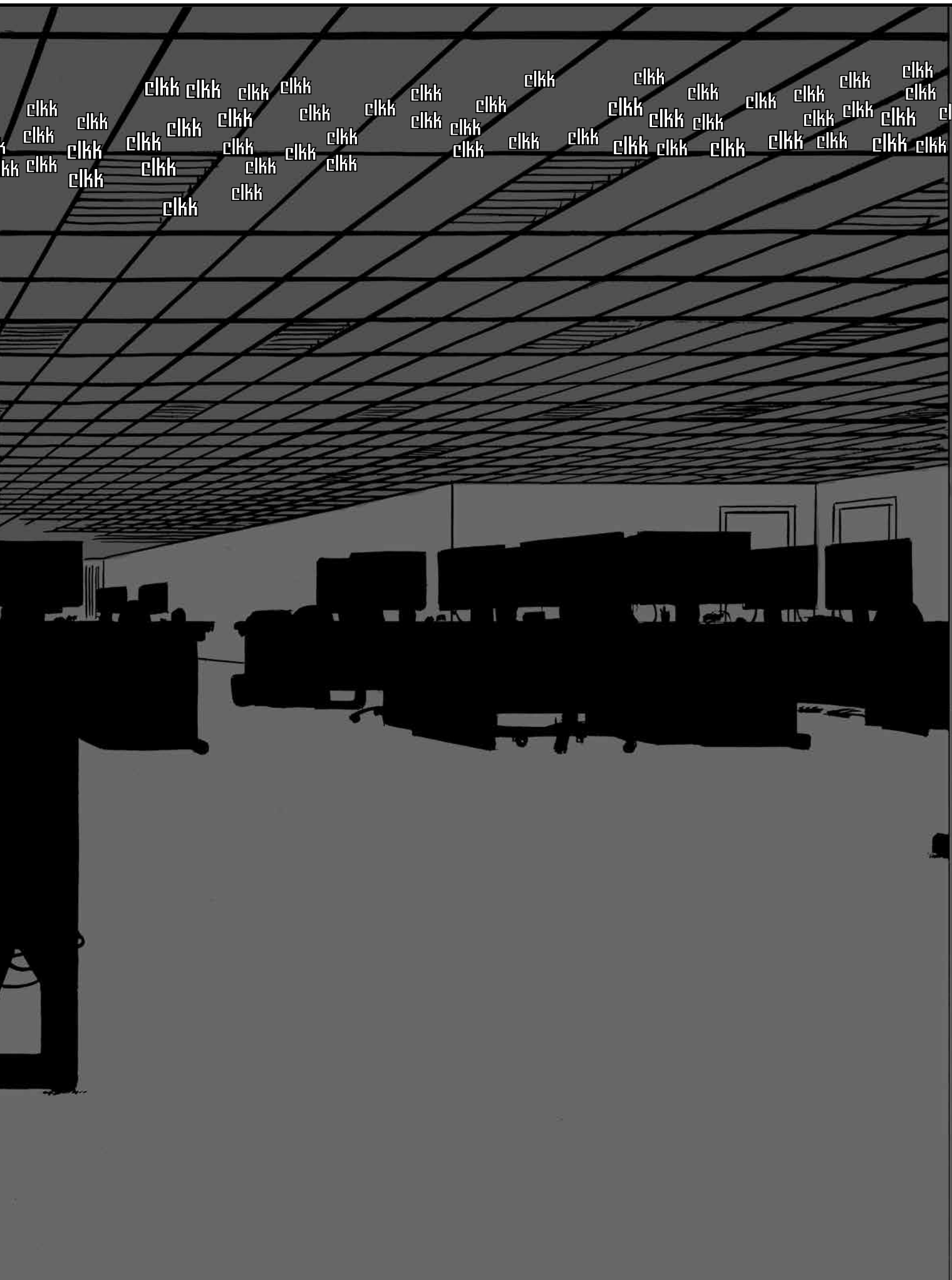










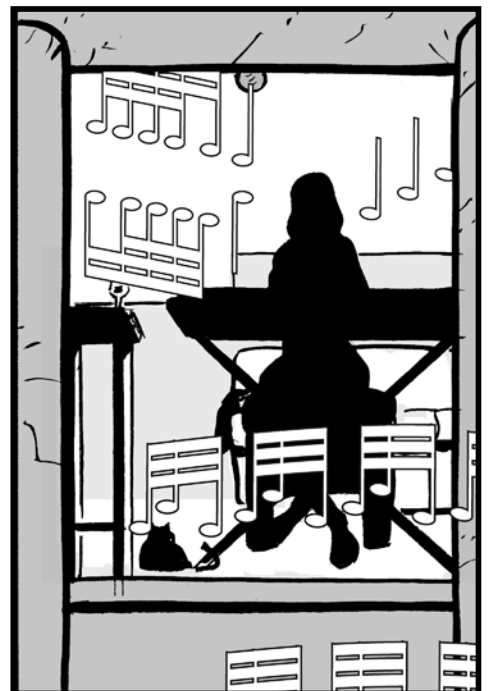
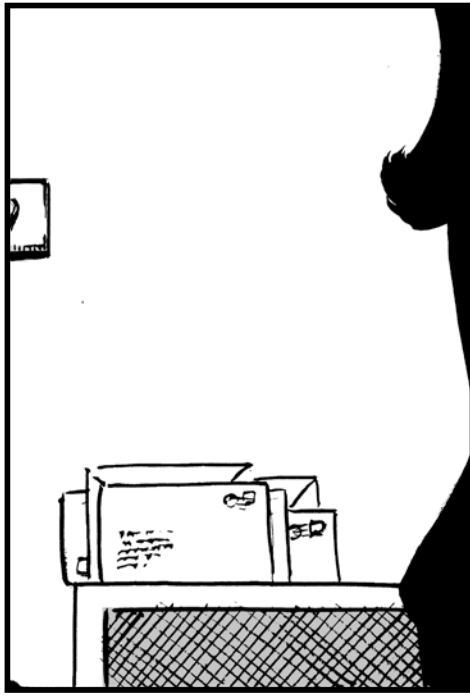


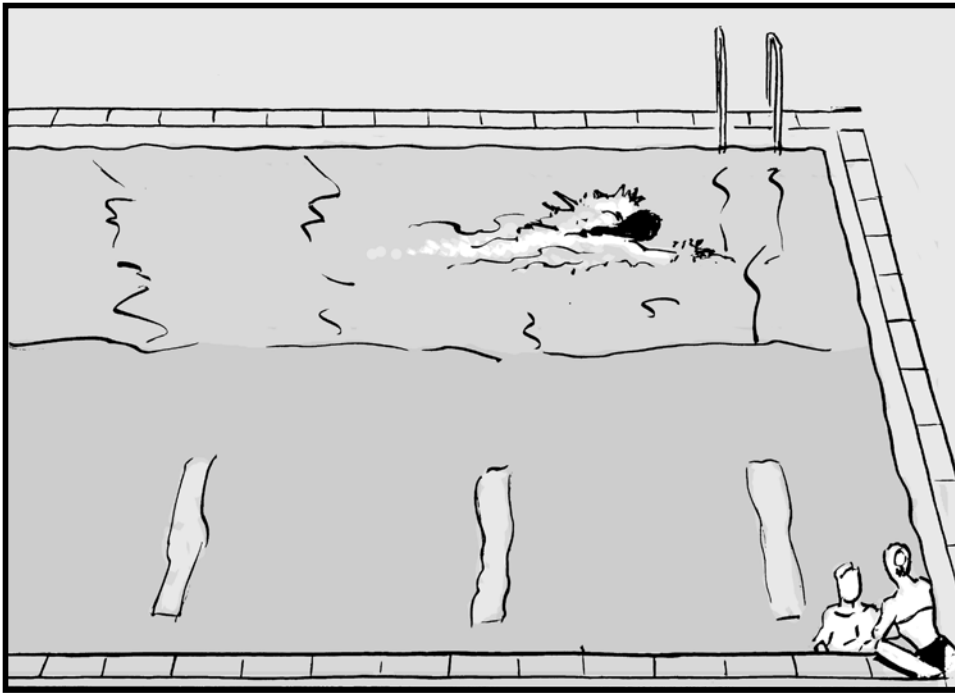






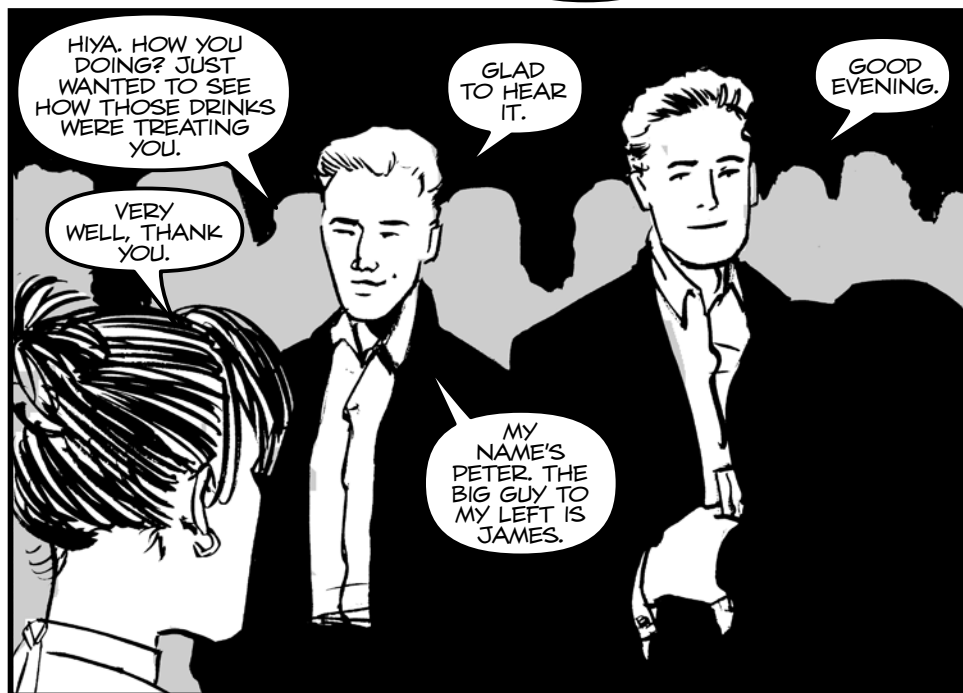










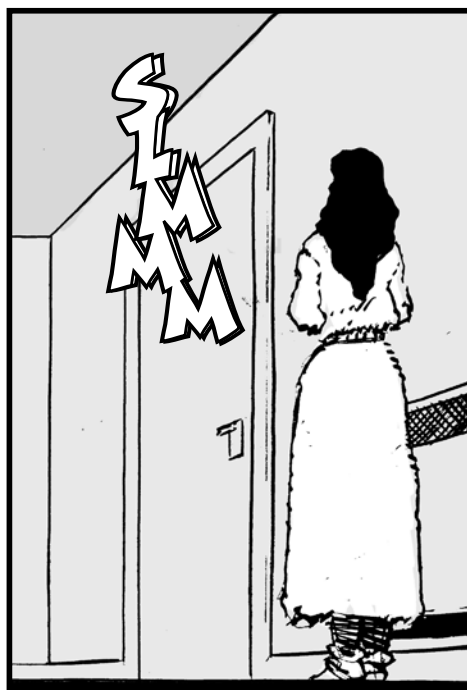












25th October

Sunday

Dear Susan,

Just got back from the West End with Lil. She wanted to do something for my 30th birthday. How could I refuse spending some time with my sister? We even encountered two guys who were hitting on us and I'm sure Lil would have had us waste the whole evening with them. You could tell they were not interested in anything other than a one night stand. Luckily they got my hints after a few minutes.

Lil gave me grief about David again. What she forgets, is that David was the ONLY person who would hire me after Nimrod bombed. David may get me to do a lot but he has been a good and loyal friend. Not only did he give me a job after Nimrod, he has given me every job since. Not everyone can join a dot com, some of us actually have to have a bit of stability in their lives.

Lil went on about that "Ski Trip" story again. It's like she hasn't told me about it a hundred times already. You know what, I'll just write it down now so that I can remember the details and interrupt her with them next time. That way, she might give me a break. So Susan, I present Lilly Randall's Most Marvellous Ski Trip.

Lilly had booked a ski trip with friends for a weekend, but later realized she had to be in the London office early in the morning the next Monday for a business presentation. Her flight was scheduled to return to Stansted Airport at 11pm, which was pretty late at night. She checked the time of the last train to London from Stansted to find out it was at 11.30pm. That was okay as long as her flight landed on time, got through customs quickly and there was no delay with her luggage. Then she would make it to the train for London in time. Given the flight was from an airport near to a ski resort, it was possible the flight might be delayed... by snow or all manner of things.

She didn't want to cancel the ski trip and miss out on the fun and she had to be in the office on Monday, so she decided to look for options. Something she picked up in a "Real Options" course.

She started looking at hotels near Stansted. Found a couple but she would have to pay for the hotel unless she was able to cancel by 6pm. No good as this meant she was committed

25th October

Sunday

to a night in the hotel. Instead, she made a list of hotels at the airport so she could ring them to see if they had anything free when she needed them.

She considered taxis. Black cabs are expensive and if the flight landed late she would be fighting with the rest of the flight for those available. If her bag was off first, that was fine, but if it wasn't, she was at the back of the queue. She considered a minicab from her local firm which would be cheaper and more reliable as she used them ALL the while. She makes a big deal out of building a relationship with them. The problem is that the journey is an hour and she would not know if she needed it until after they had to set off. She wrote down a list of mini-cabs close to the airport so that she could call them as soon as she knew she had missed the train.

She had her options to get home from the airport: get the train, mini-cab close to the airport, black cab, hotel at the airport.

She called the mini-cab companies to find out which ones might have a cab on a Sunday night.

She called the hotels at the airport to see which ones had free rooms.

For some reason, she stopped and asked herself "What is my goal?" All the while she had been focused on getting home on Sunday night. She asked herself "Why?" (Susan, I sometimes think "Why" from Annie Lennox's Diva album should be the theme tune to Lil's Ski Trip Story). Why do I want to get home on Sunday night?

I love the theatrical way she delivers the next bit. "AND I REALISED THAT GETTING HOME WAS NOT MY GOAL!" Hushed tones "My goal was to be at work on Monday morning before 9am. And I need to be showered, nice smelling and as fresh as a carnation." She realised that she did not care where she stayed the night as long as she could get to work on time. So she left a freshly pressed suit and blouse and clean shoes in the coat cupboard in her office. That was all she really needed to ensure she could stay anywhere on Sunday night.

In the end a friend on the trip had a change of plans and offered to give her a lift home.

As they drove home at 1am she realised her friend would have an additional hour driving in order to give a lift home. She ended up crashing in her friend's spare room. She showered at her friend's place, travelled into work with them and got dressed into her work clothes in the toilet at the office.

And she has never shut up about the story since. And that is why she now keeps a clean suit in my apartment. Just in case.

Night Susan.

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