

And finally a formula for success...

The QXS™ Philosophy



When business is becoming mobile, virtual and global, people must become self-managing and pro-active much more than what they were in the past and are today. The management style has to change from "Outside-In" to "Inside-Out". The members must work on their own, show total involvement, and keep each other well informed to raise the level of success of the organization.

An individual's attitude and the systems he/she is working with, will have a bearing on the final result. The success of a Virtual organization is built on the foundation of trust. In order to achieve this, a new way of understanding the success - a new business philosophy as a foundation to our way of working, is required.

The QXS™ Philosophy, created by Johan M Karlstedt, Chairman of QXSystems™ and a visionary in virtual network and working community, is aimed at this. QXS™ philosophy offers the right kind of insight, seeks to develop positive attitude and provides the necessary supportive system for success.

QXS™ philosophy establishes that, the levels of Quality, Excellence and Systems are intimately related to one another, leading to success.

The QXS™ philosophy declares that the success is the product of Q, X, and S.

Q*X*S=Success™

Q is the level of quality present in an individual or in an organization in a given situation and is measured in absolute terms.

X stands for the level of eXcellence and is the sum total of inherent attributes like attitudes, values, motivations, dreams, perceptions, culture, etc. and

S is the level of systems in an organization.



Q*X*S=Success™



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Success can be higher or lower depending upon all the three elemental contributions. None of the three elements, Q, X, S, can be ignored or wished away. It goes without saying that if any of the three elements is a zero, the end result leads to zero.

Q and S can be measured in absolute terms, while X is difficult to quantify. However, X is the critical factor in the equation, having greater influence over the final result.

Unlike the other elements, X can be negative and can therefore swing the quantum of success either ways. If X is negative, obviously the success will be negative.

Apart from their collective influence on success, these factors also have influence on one another.

X can drive the level of S. The greater the level of X, greater the level of S.

X and S together have the power to influence the level of Q.

And Q in turn can push the level of X and the cycle continues leading to a never-ending chain of influence on the level of success.

Interestingly, in mathematical parlance, this formation stands for infinity!

QXS™ philosophy is not just a simple formula, it is a new way of looking at things. To raise the level of success, one must attend coaching classes & seminars and have an intimate knowledge of QXS™ philosophy and its practice.



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