

Fujitsu BS2000/OSD
Mainframe
Summit 2012

28. Juni 2012 | Allianz Arena München

Business
IT reshaping
IT reshaping Business
Business
reshaping

The Decision has been made

Knut Kircher,
FIFA Referee,
Referee of the year 2011/2012

Personal information

Private

- ☆ Born in 1969
- ☆ Married, three children
- ☆ Lives in Rottenburg am Neckar

Career

- ☆ Development engineer at Daimler
- ☆ Support for the A and B class series
- ☆ Electrical vehicles



Personal information

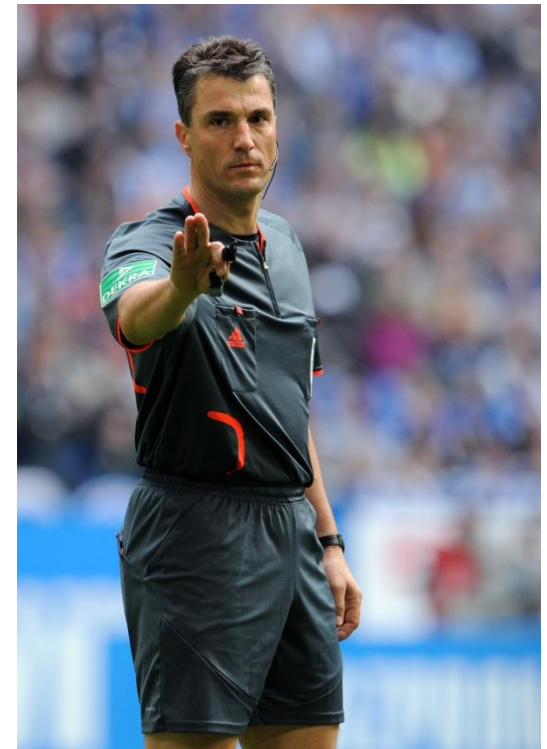
Hobbies

- ☆ Referee since 1986
- ☆ Referee in German Bundesliga since 2002
(over 1100 matches,
147 Bundesliga games)
- ☆ International referee since 2004
- ☆ Refeed in countries, such as South Korea, Qatar,
Lybia, and many more
- ☆ Inline-skating, cycling, skiing



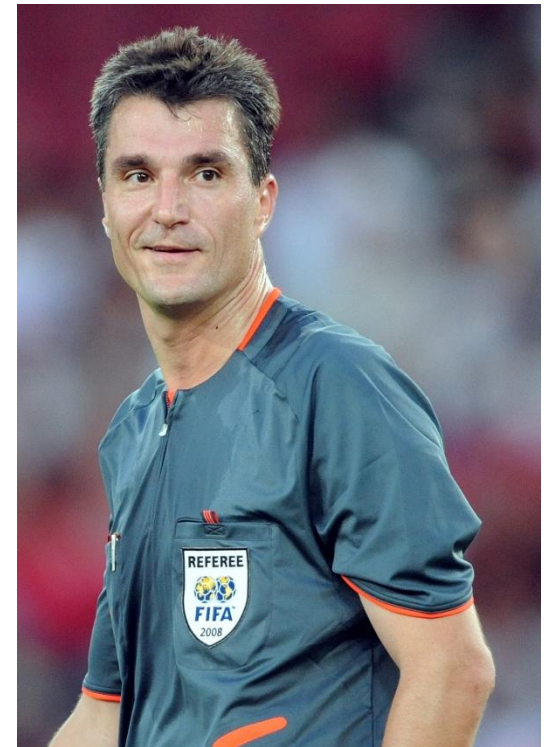
What is the decision ?

- A decision is a conscious choice between alternatives or several different versions.
- It can be spontaneous and emotional, random or based on rational thought.
- The decision is made by the decision-taker based on objective and subjective criteria.



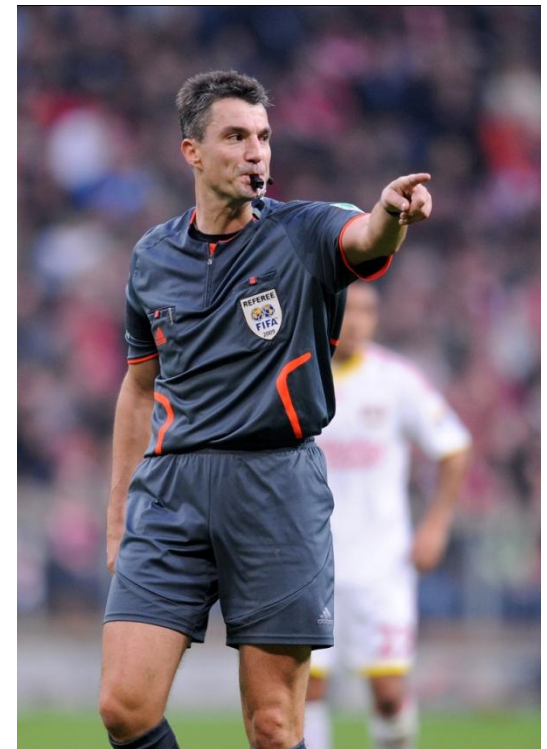
Conditions

- Run 12 to 14 kms
- 168 bpm heartbeats
- Up to 50 cameras
- Acoustics
- Rules and interpretation
- Sympathy / lack of sympathy !
- Subconscious
- Previous experience
- Time in season



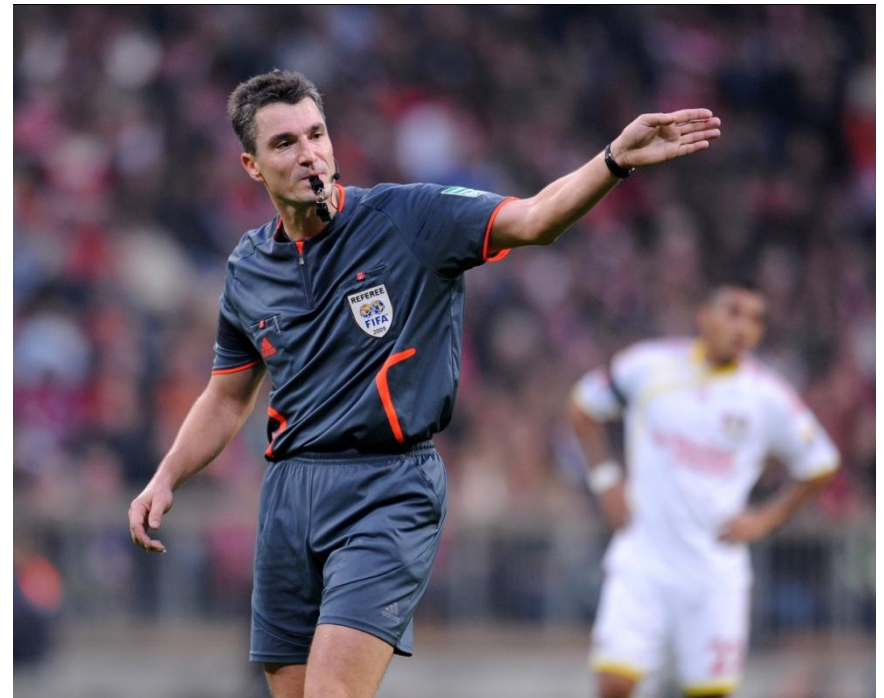
Limits

- Perception: "flash-lag effect"
- Incorrectly positioned
- Biased



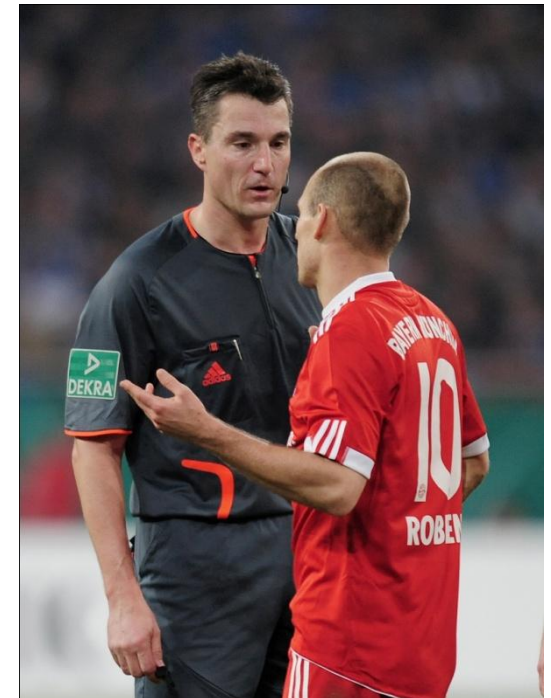
Perception methods

- via the apparently real situation
- by the player behaviour
- by anticipation



The basis - before the decision

- Physical fitness
- Self-awareness
- Courage
- Match experience (automatisms)
- Associate feeling with view
- Self-reflection
- Own values



Presenting the decision

- Language





Presenting the decision

- Language
- Body language
- Gestures, facial expression







Presenting the decision

- Language
- Body language
- Gestures, facial expression
- The way we whistle
- Fifty-Fifty joker
- "Does the decision fit the situation?"
- Smile





Effects of the decision ?

- Sporting view
- Public view
- Personal
- Private



**Each decision
"enriches" your life,
Be courageous!!!**

**Many thanks
for the opportunity to "kick a few
ideas around" with you!**

Contact

5 Sterne Team

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Knut Kircher

Bundesliga and FIFA referee)