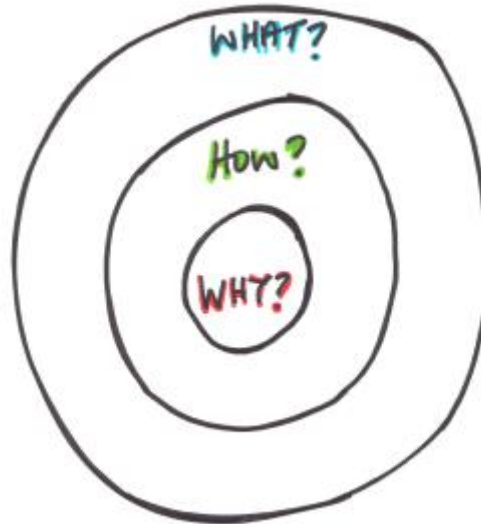


Process Mining Camp Workshop Generating Process Mining Buy-In

Thanks you for participating in this workshop. To make things as concrete as possible and to structure discussions, we have prepared a short list of questions. This workshop is aimed at helping you answer as many of them as possible in one hour.

Frank van Geffen & Rudi Niks



1. Why did you decide to join this workshop? So why is process mining buy-in important for you?
2. Why is process mining beneficial for your customers and organization?
3. Why should your stakeholders believe in actively pursuing process mining? Who are they and what keeps them awake at night?
4. How does process mining solve (part of) his/her worry's?
5. How does process mining integrate with what you do already? Is there a need to (re)invent the wheel? Who's involved?
6. Who will tell the story of success after you are gone? Who is/are your sneezer(s)?
7. What processes provide for a good starting point to build successful use cases? And how can you build on readily available references?
8. What possible barriers do you see to prevent successfully applying process mining? (data, privacy, ethics)