



Supply Chain Operations & Technologies  
 Supply Chain Vendor Compliance  
 Fraud Detection & Reduction  
 Good Governance  
 Turnaround Help

Since January 1996

In a January 3, 2012 article by Mark Z. Barabak that appeared in my local *South Florida Sun Sentinel* newspaper about the Iowa GOP caucuses there is a quote by Michael Dimock, associate director of the Pew Research Center: "When you ask people if they want a bigger government doing more or a smaller government doing less, it's almost exactly down the middle."

No wonder there is so much indecisiveness in the answer: I think the question itself is wrong.

Maybe the size of the government wouldn't matter if it just did what the country needed it to do without pandering to polarizing politics. Instead of a smaller or a larger government, how about one that just functioned better? (Compromise does not equate to capitulation!) And included in functioning better toss in one that is right-sized: perhaps some areas of the government need to grow and perhaps other areas need to shrink.

Similarly a question constantly asked – often I think by pollsters – is whether someone supports the U.S. military in *<insert the name of a foreign country here>*.

Let me state unequivocally that I support the U.S. military no matter where they are. The cook in Kentucky should have the best spatula available to ensure our troops are well-fed. The combat soldier fighting wherever should have the best offense weaponry and the best defensive protection on the planet. And those soldiers should have lifetime access to the very best medical care, whatever is needed and when it is needed. And this support should extend to their immediate families holding down their own personal forts until their deployed family members are returned home safe and sound.

Whether I believe the U.S. military should be in one place or another is a wholly separate and distinct issue that is far apart from my complete support of the U.S. military no matter where they are. Again, I think the basic question of support of the military is wrong.

It is so very important to ask the right questions. Posing the right questions has been vital in reframing my clients' problems and identifying the root causes of chaos. Once the true source of the disruption is discovered, an appropriate solution can be implemented.

To know what the right questions are to ask requires intensive listening when my clients tell me their troubles and keen observations as I review their operations and software applications. I take in the nuances of the conversations and focus at what I refer to as the atomic level of both data & processes to target – and subsequently solve – the actual problems at their core. The individual improvements collectively better the organization holistically.

If you know of a company – maybe your own – that is unable to resolve its problems maybe it is because they are asking the wrong questions. If so, contacting Katzscan and asking how I can help is the right question to begin with.

Thanks.

**Norman Katz**, CFE, CFS  
 Katzscan Inc.



Visit our web sites:

<http://www.katzscan.com/>

<http://www.supplychainfraud.com/>

<http://www.vendorcompliance.info/>

<http://www.turnaroundhelp.com/>

<http://www.supplychainsox.com/>

**Do you know of a company  
 - maybe your own -  
 suffering from  
 disconnected dots?**

**Find out!**

[www.disconnecteddots.com](http://www.disconnecteddots.com)

**Let's link!**

[www.linkedin.com/in/katzscan](http://www.linkedin.com/in/katzscan)

**Follow Katzscan on  
 Twitter!**

<http://twitter.com/katzscan>

**Katzscan is on Facebook!**

<http://www.facebook.com/katzscan>