

Strategy In Action™ - Today's businesses require real-time strategy, with the ability to sense and adapt quickly to market demands. SIA™ creates a four level framework for constant iteration of strategy and management of performance.

Framework:

Strategy - Mission, Vision, Strategic Intent, Value Proposition, Objectives/Goals and Outcomes;

Systems - Technology, Human Resources, Financial;

Shared Values - Culture, Values, Behaviors;

Structure - Corporate, Business Unit, and Team Design.

Includes:

Pre-Strategy Data Analysis

Environmental Scan - Events, Trends, Scenarios

Market and Customer analysis

Core Competence analysis

CORE Conference™

The CORE™ Conference is a 2-1/2 day structured dialogue among key internal and external stakeholders or network in a workshop format. It results in discoveries about your organization(s)' past, present and future strengths and weaknesses, as well as your core products, processes and organizational competencies that make you competitive in the market place now and for the future.

Connections Online Software - www.connectionsonline.net

Connections software facilitates day to day execution of strategy through a web-based real time dialogue. Objectives, goals and strategies are housed in a single location. Everyone in the organization has a role in the execution of strategy through defined accountability and responsibility. [Connections](http://www.connectionsonline.net) software enables a single portal for all stakeholders to manage their business performance.

Values Based Leadership™ In complex organizations, values are the relentless context for decision making. Your customers know what you value, even if not explicitly stated. This workshop enables leaders to create the desired organizational values, identify behaviors and build a reward system that drives marketplace performance.

Best Practices Knowledge Architecture™ - Provides a structured process and criteria for identifying best practices relevant to your organization.

Executive Coaching

"How am I doing? How can I stay at my best?" Every leader wants to know where they stand or why key performers are getting the results anticipated or not. Using assessments and feedback, facts/data are separated from perceptions/opinions in order to make effective positive changes in leadership behavior. Can be done one-on-one or set up for groups. Uses face-to-face and phone approaches.

Nonprofits

All nonprofits are facing a shortfall in traditional fundraising and earning income is a way to augment revenue. Successful earned income ventures need to be based on your competencies and market need. 2½ day workshop to identify earned income opportunities.

Business Plan Workshop

Developing a business plan for a new startup or a new business within an existing organization is a must for managing performance and securing funding. In a fast paced collaborative process we facilitate key executives through a 2 day workshop resulting in a fully mapped out business plan.

Network Coaching™

Organizations are networks of people getting work done. Having a map of both internal and external networks surpasses the organization chart view of workflows. Using ONA and SNA (organizational and social network analysis) reveals the relationships of the organization, how and where work and innovation take place.

After analysis, coaching process is used to facilitate and maximize optimal network relationships for improved performance.