McKinsey Academy

# Develop a storyline: MODA pyramid and storyline

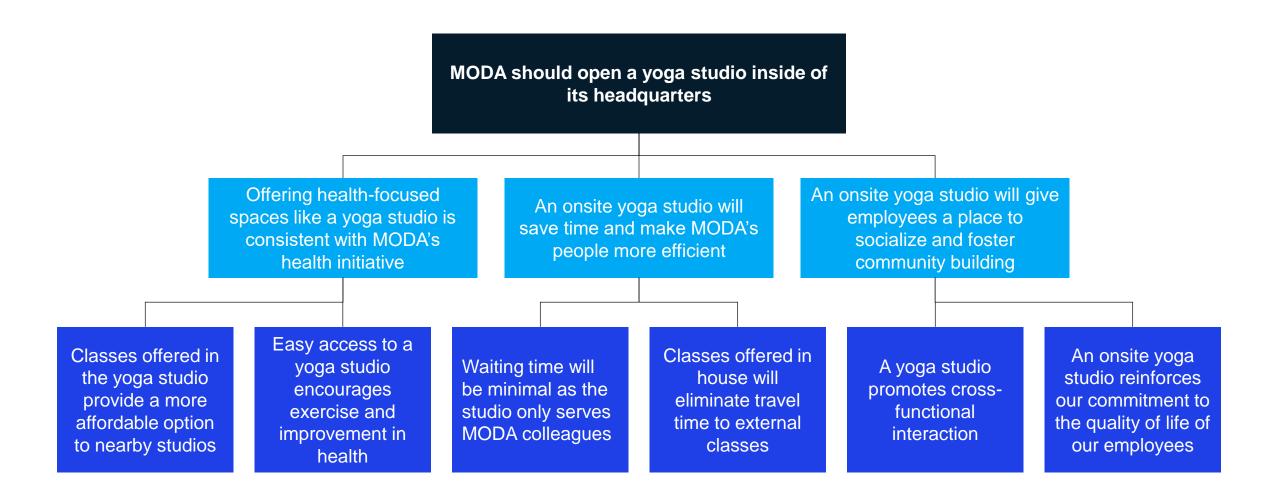
Communicating for Impact



© Copyright 2020 McKinsey & Company. This material contains the confidential and proprietary information of McKinsey & Company and is intended solely for your internal use and may not be reproduced, disclosed or distributed without McKinsey & Company's express prior written consent.

# MODA Yoga Studio pyramid (1/2)

Illustrative example



# **MODA Yoga Studio storyline (2/2)**

### Illustrative example

Start with an introduction that describes the situation or complication your message addresses

### Introduction

- In recent years MODA has undertaken an initiative to support the health and well-being of employees. Still research shows that
  - The average number of sick days employees take has increased by 2.4 days/year over the past five years
  - 75% of employees report going to an exercise establishment (e.g., gym, yoga studio, class) 2-3 times per week, citing "convenience" as the primary factor in that choice

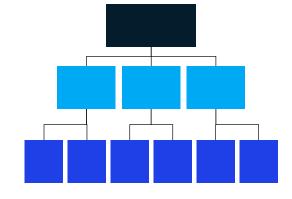
# Pose the question your message answers

What can MODA do to positively impact all of these metrics and support the health and well-being of employees?

Use your pyramid structure to answer the question and detail your supporting points

**Answer:** MODA should open a yoga studio inside of its headquarters

- Offering health-focused spaces like a yoga studio is consistent with MODA's health initiative
  - Classes offered in the yoga studio provide a more affordable option to nearby studios
  - Easy access to a yoga studio encourages exercise and improvement in health
- An onsite yoga studio will save time and make MODA's people more efficient
  - Waiting time will be minimal as the studio only serves MODA colleagues
  - Classes offered in house will eliminate travel time to external classes
- · An onsite yoga studio will give employees a place to socialize and foster community building
  - A yoga studio promotes cross-functional interaction
  - An onsite yoga studio reinforces our commitment to the quality of life of our employees



# Summarize your key points in a succinct conclusion

### Conclusion

Opening an onsite yoga studio supports employees' physical and social well-being and fosters cross-functional cooperation, while advancing the organization's long-term health initiative