



Managing Performance. Leading People. Getting Results.

Dynamics

THE DORSEY GROUP NEWSLETTER October 2012

Unleash Your Potential by Building a Dynamic Culture that Propels Your Business Success

SUCCESS

“Success is a science; if you have the conditions, you get the result.” – Oscar Wilde

What characterizes success? Merriam-Webster Dictionary defines success as 1) a degree or measure of succeeding and 2) a favorable or desired outcome. Every organization has its own view of success. Henry Ford alleged “Coming together is a beginning; keeping together is progress; working together is success”. Today, more than ever, organizations must develop the infrastructure that allows for success to be part of the organization’s DNA. Employees must trust management and not be afraid to speak up with new ideas and challenges to the status quo, always looking for ways to do better and accept change as important in remaining successful. Finally, successful organizations are agile, they constantly review their current position and adapt ... it’s a culture of continual improvement.

“Success depends upon previous preparation, and without such preparation there is sure to be failure.”
– Confucius

Organizations will be more dynamic, efficient, productive, profitable, and successful by educating, training, coaching, guiding, and inspiring the company’s most important asset – its people. Further, preparation for success involves not only growing people but also expectations, processes and problem solving proficiency.

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- Join The Dorsey Group at the American Manufacturing Strategies Summit 2012
- Planning for 2013? ... Our popular and highly successful workshop series is back!

Message from Tim Dorsey

This year has been an exciting one for The Dorsey Group. It started out with one of our clients, Life Technologies, recognition as an Industry Week



2011 Best Plant Award Winner and the success of our unique methodology for High Performance Work Teams. That propelled us to strengthen our focus on Operational Excellence, zeroing in on sustainability through employee engagement ... acknowledging that the best tools and processes do not deliver results without motivated, engaged people.

As we continued to implement these and other strategies within our “Managing Performance. Leading People. Getting Results.” framework, we took some time to assess our own strengths and contributions to the success of our many varied clients domestically and internationally. We looked at where “we” are and where we want to go from here. The result is our new “branding” tagline ... that reveals the boldness of our mission ... to “Unleash your potential by building a dynamic culture that propels your business success”. We strive to do that every day, by

- **optimizing performance with our proven methodologies, ensuring success;**
- **empowering your people, harnessing your greatest resource;**
- **achieving sustainable results through an engaged, dynamic business culture.**

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