



"ETW is a very exciting approach for us to get all our people aligned with our strategic direction and plans so that we are all more effective at delivering the right results as we develop ourselves faster. We have already made strides by better clarifying what our vision, mission, and desired behaviors are in a way that clearly guides everything we do."

ERIK FYRWALD
CEO, UNIVAR

Connecting Employees to Strategy

An Exercise in Building Your Execution Plan

DESCRIPTION:

Execute to Win and Welch Way Ideology and Methodology are the foundations of executable strategy, building accountability, getting results, and turning your strategy into an agile execution plan.

OBJECTIVE:

At the end of the workshop Senior Leaders and their Management Teams will understand the processes and practices necessary to create and execute a winning strategy in their organization.

HIGHLIGHTS:

- Learn how to crystallize your annual strategic plan and cascade tactics and metrics to all key players.
- Learn the difference between academic and executable strategies.
- Training and coaching on:
 - Translating strategic priorities to major objectives with metrics
 - Assigning accountability to groups and individuals
 - Developing performance requirements (tactics) and metrics
 - Monitoring performance against plan while driving accountability, high-performance, corrective actions and getting results
- Learn how to conduct powerful strategic and tactical execution meetings.

LOGISTICS & INVESTMENT:

Conducted on-site for Senior Leadership and Management Teams or off-site for mixed groups. Investment for half-day workshop is based upon total number of participants.

EXECUTE TO WIN Business Operating System for the Modern Enterprise