



Close the gap between strategy and results.

Challenge

If an organization can't execute, nothing else matters - not the smartest strategy, not the most innovative business model, not even game-changing technology.

For many companies, there *is a clear gap* between intent and the ability to execute:

- Almost 50% of the leaders OnPoint surveyed believe there is a gap between their organizations' ability to develop and effectively implement sound strategies.
- An alarmingly high 64% do not have confidence that their companies will be able to close the gap.

As organizations face an increasingly competitive environment and global challenges, it is even more essential that their leaders have the knowledge and skills to execute effectively.

Solution

Enhancing Execution

helps organizations and their leaders close the gap between creating a strategy and their ability to achieve business results.

The program provides leaders with the tools to implement their strategy effectively, deliver on promises made to customers, employees, and shareholders, and achieve intended business outcomes.

It enables leaders to identify which of the factors required for effective execution are in place; enhances key management processes that support execution; and provides leaders with the skills to execute effectively.



Learning Objectives

- Recognize the factors that support effective execution
- Understand which factors differentiate companies that are most effective at consistently achieving results
- Identify actions leaders can take to close the execution gap

OnPoint's Approach

Delivery: Face to face or in a blended learning format over time.

Length: Half- or one-day skill-building sessions, based on needs.

Customization: *Enhancing Execution* often begins with the *Execution Gap Survey* to help identify organizational strengths, areas in need of improvements, and the specific skills leaders need to enhance execution.

Program Topics:

- Pre-Requisites for Execution: The baseline factors required for execution
- The Five Bridges: The factors that differentiate top performing companies
- The Bridge Builders: Skills to traverse the execution gap
 - Building a culture of cooperation and coordination
 - Building and enhancing trust
 - Managing accountability
 - Critical thinking
 - Enhancing and sustaining innovation
 - Inspirational leadership
 - Facilitating change-readiness
 - Leading cross-organizational teams
- Application to a real world situation
- Actions to enhance execution back on the job

Enhancing Execution includes experiential activities, case studies, and assessments to create a powerful training experience. The selected topics are based on the client's objectives, the results of the Execution Gap Survey, and/or the timeframe, which enables us to create a unique program for each client.

PRE-WORK: *The Execution Gap Survey*

OnPoint's Execution Gap Survey helps clarify the extent to which the factors necessary for effective execution are currently in place and compares your company to our benchmark of top-performing companies. It also provides insight into whether employees perceive an execution gap and identifies priorities to close the gap or maintain high levels of performance.

Who Is It For

Anyone who needs:

- Leaders to deliver consistent business results
- Leaders to translate strategy into action
- Teams involved in strategy execution

In Organizations That Are

- Struggling to realize the promise of their strategy
- Trying to bring products and services to market faster
- Facing nimble, aggressive competitors
- In an industry that is unforgiving of mistakes or missed opportunities

Related Programs:

Making the Matrix Work
for leaders who need to work across organizational boundaries

Leading From a Distance
for leaders who manage a geographically dispersed work force or virtual teams.

OnPoint Consulting, LLC
onpointconsultingllc.com

OnPoint's Experience in this Area

OnPoint's approach to helping leaders and their organizations close the execution gap is based on the ground breaking research and practical experience described in *Closing the Execution Gap: How Great Leaders and Their Companies Get Results*, by Rick Lepsinger, President of OnPoint Consulting.