

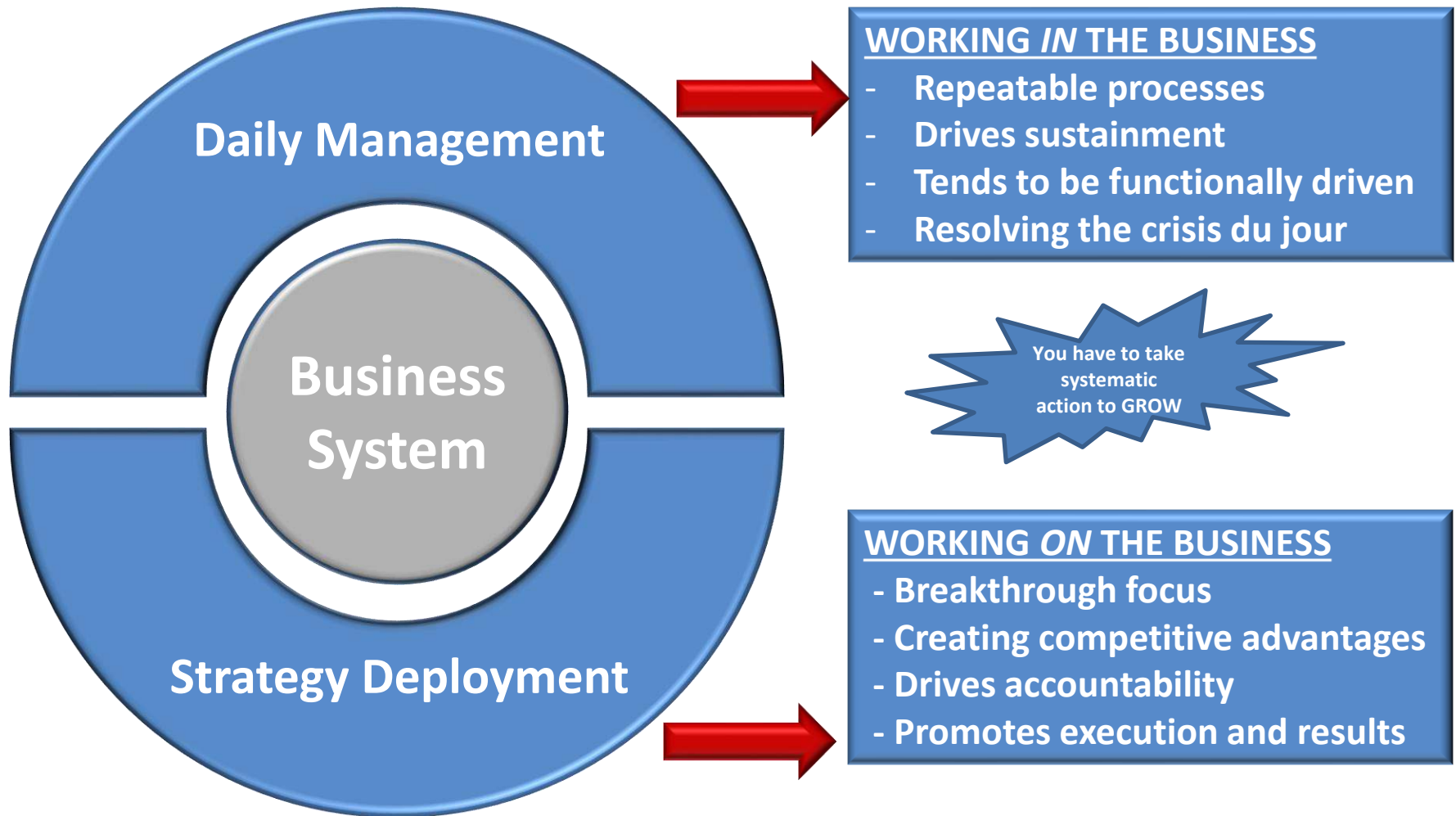
Strategy Deployment



Working **On** The Business Versus Working **In** The Business

Strategy Deployment

Strategy Deployment is Working On the Business



Strategy Deployment

What is Strategy Deployment?

- A process for selecting and driving only the vital few initiatives and aligning them with your strategic business objectives
 - Create a pathway to achieve 3-5 year breakthroughs
 - Enable focus on 1-year execution plan to stay on track towards breakthroughs
 - Focus on the critical few, customer-centric objectives essential for long-term success
 - Align breakthrough objectives with metrics, resources, and support plans

Strategy Deployment

Why use the SD Process?

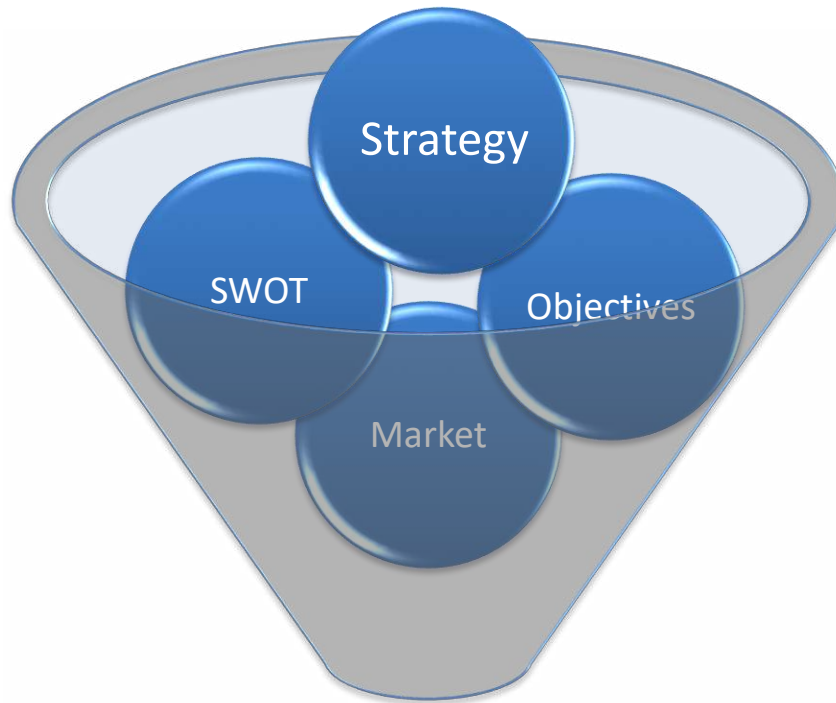
To **Clarify** vision
and **Align & Focus** resources
throughout the organization.



VS

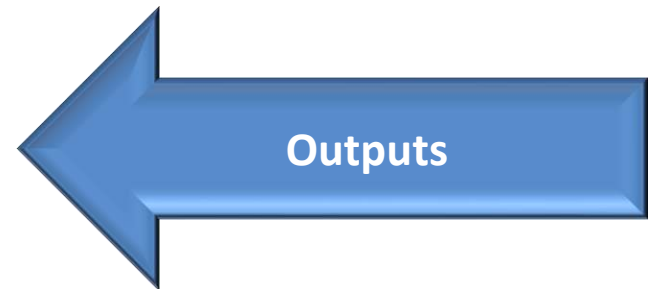


Elements of SD



Strategy Deployment

- Projects
- Action Plans
- Metrics



Strategy?



- **Strengths and Weaknesses refer to internal factors, which are the resources, capabilities, and experiences readily available**
 - **Financial resources (funding, sources of income, investment opportunities)**
 - **Physical resources (location, facilities, equipment)**
 - **Current processes (programs, systems)**
- **Opportunities and Threats are External Factors That We Do Not Typically Control**
 - **Market Trends (products, technologies, needs)**
 - **Economic Trends (national and international trends)**
 - **Funding (legislation and other sources)**
 - **Demographics**
 - **Relationships (suppliers, partners)**
 - **Regulations (political, environmental, economic)**
- **Develop a process to identify, collect and prioritize your SWOT**

Developing Your SWOT

- **Engage your entire organization**
 - **Cross section of employees participate**
 - **Flow down & up gathering process**
- **Use brainstorming process to identify SWOT**
 - **Everyone gets the opportunity to contribute, popcorn or round-robin**
 - **All ideas are good!, be specific, no criticism, ok to ask for clarification, build on ideas**
 - **Scribe records the ideas**
 - **You can pass when it's your turn**
 - **Identify the SWOT's, don't start solving the problem**
- **Exercise: Identify two SWO & T for your enterprise**

KCMN

SWOT 2023



SWOT ANALYSIS

SESSION: _____

SPEAKER: _____

	HELPFUL	HARMFUL
INTERNAL ORIGIN	<div>S</div> <div>Strengths</div>	<div>W</div> <div>Weaknesses</div>
EXTERNAL ORIGIN	<div>O</div> <div>Opportunities</div>	<div>T</div> <div>Threats</div>

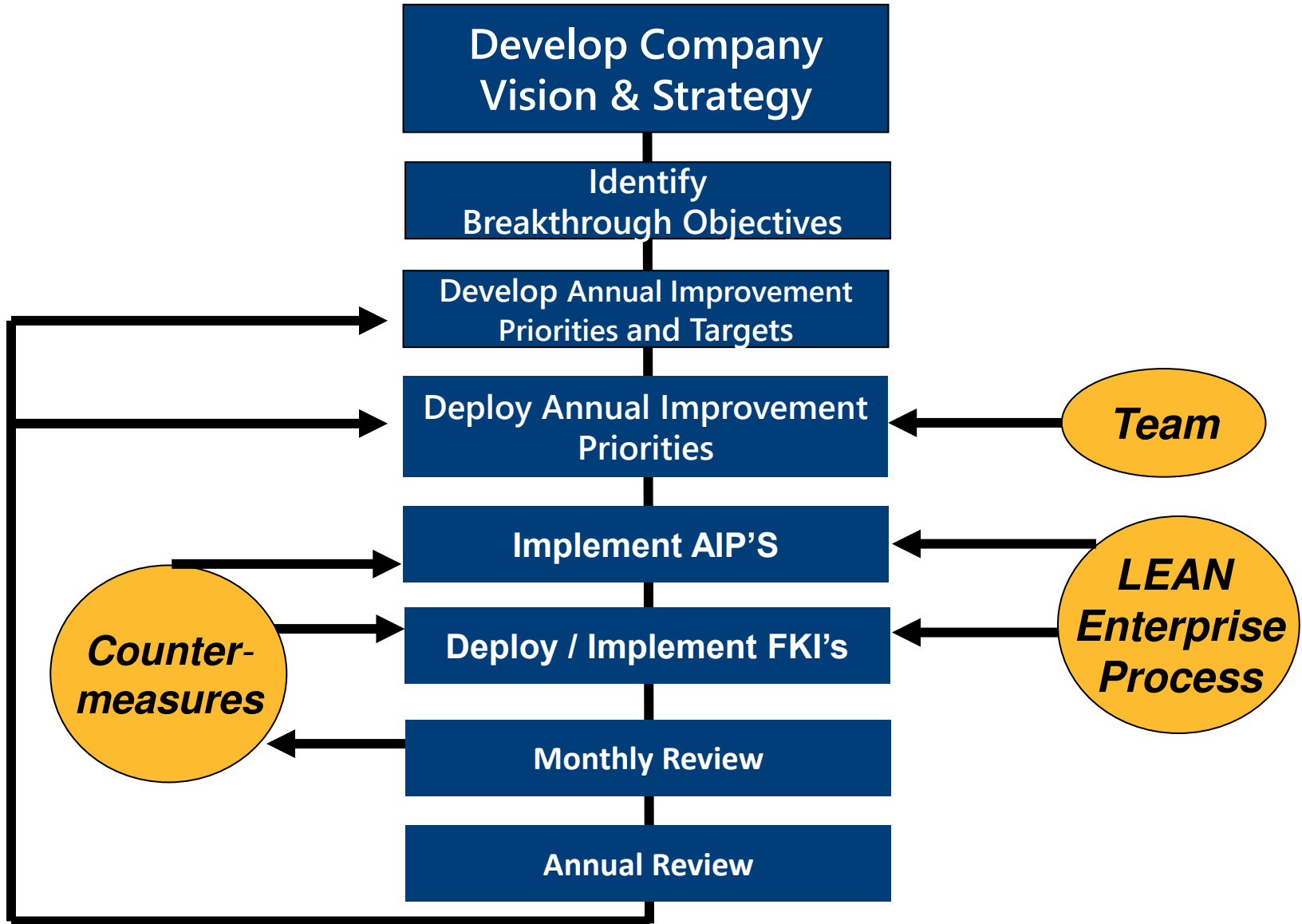
SD X-Matrix

[illegible]

Assuring Consensus

- **Assure key stake holder's consensus for AIP selection**
- **Reaching consensus**
 - **Assure all stake holders understand the AIP and why it was selected**
 - **Openly seek reaction and feelings**
 - **Help stake holders with their sense of control**
 - **Once decision is made everyone is on board!**
 - **Exercise: Identify one AIP for your enterprise**

AIP / FKI Identification Process



Managing the AIP

Kaizen = Kai (Change) + Zen (Better)

Management & Change Activity

SOR LEAN Operating System

Breakthrough Kaizen

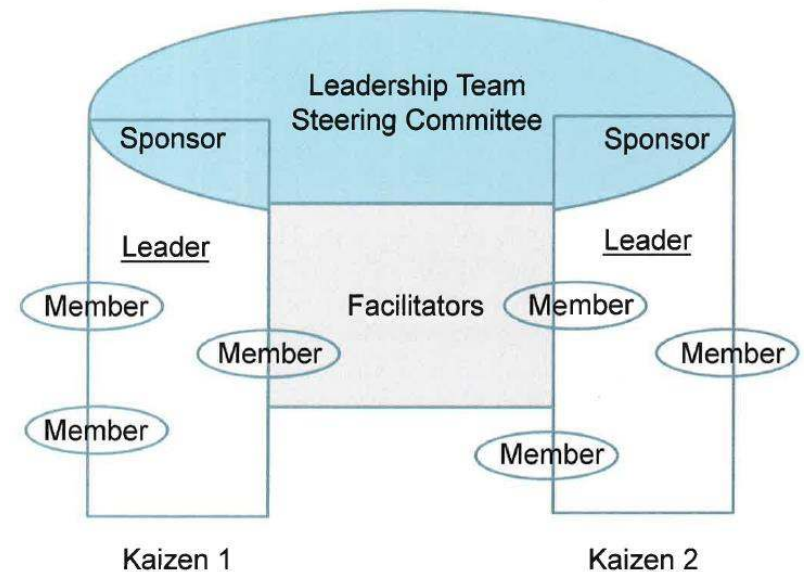
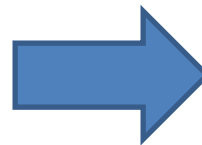
Strategy deployment AIP's

Functional Key Initiatives

New product development

Point Kaizen

Change Management Process



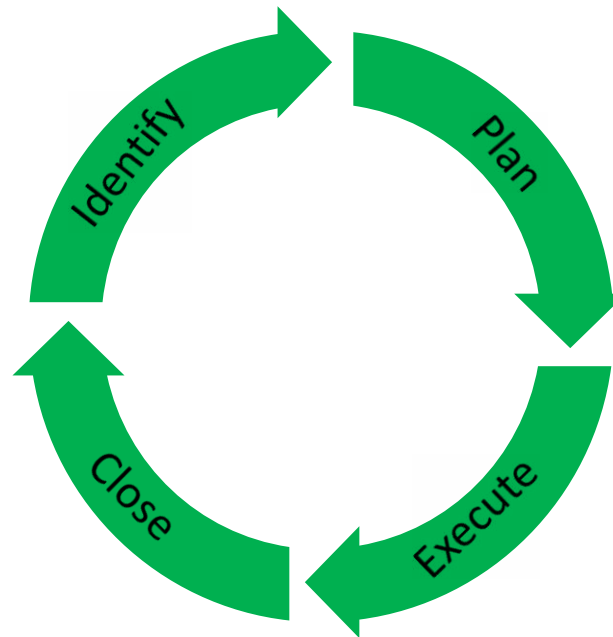
Key Performance Indicators



Managing the AIP

Identify opportunities
Strat. deployment
FKI's
NPD via NPDC
Select projects

Share results
Review for follow on



Develop project plan
Identify team members

Project management
Team meetings
RAIL, minutes, tools
Status review
RCCA

Breakthrough Kaizen

- Annual Improvement Priorities (AIP's)
- New Product Development Projects
- Functional Key Initiatives

Point Kaizen

- Rapid implementation of change for improvement
- Problem solving approach PDCA
- Assure effective alignment of point Kaizen with breakthrough Kaizen activity

Three Questions About Direction:

➤ Are our goals well defined

- Ownership aspirations
- Business sustainability and size
- Risk tolerance

Yes

➤ Do we have the right strategy

- Clarity & focus
- Growth & profitability
- Durability
- Timeline

Yes

➤ Can we execute the strategy

- Resources
- Organizational ability
- Investment

No

No

Questions?

Working **On** The Business Versus Working **In** The Business

Thank You!

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