



## **Improve results within your business by improving your implementation process.**

### **Stop the leaks**

Eliminate the performance losses within your implementation process by repairing some of the common leaks. Take time to assess how each of the following strategy-implementation holes damage your business, and then work with your team to reduce their impact.

Don't skip, or rush, this phase. If you do your business results will remain disappointing.

1 Resources? Ask your team whether they have adequate resources to complete the tasks required to deliver the changes planned within your new strategy?

2 Understanding? Ask your team if they truly understand your new strategy. Do they know why it is important to the business? Do they accept that the new strategy is needed? Are they willing to support this new initiative?

3 Actions? Ask your team whether they are aware of the actions that are required by each one of them for your new strategy to be successful.

4 Silos? Ask your team to explain how they could improve communication, knowledge-sharing, and problem-solving amongst departments.

5 Monitoring? Ask your team to describe the performance monitoring system that would be effective but not excessively time-consuming.

6 Results? Ask your team how they believe results should be rewarded. If you want more from your team, you have to give more to them. If you want everyone to be more involved, you need to involve them more. Everyone expects to share in outcomes, good or bad. Team members are realistic, and they can sense what is happening, even if you don't openly tell them the results.



7 Leadership? Ask your team what they need from the business leaders to allow them to do what needs to be done to implement your new strategy.

Note:

This checklist was inspired by the article entitled “Turning Great Strategy into Great Performance” which was published in the Harvard Business Review.

### **GET IN TOUCH**




If you would like to know how this system could work within your business, just get in touch to arrange a meeting with one of our chartered accountants.

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