

# Managerial Excellence

HOW TOMORROW'S LEADERS WILL GET AHEAD

The **Strategy-to-Success** (S2S) framework expands the scope of traditional Performance Management to offer a framework by which companies can deliver **Management Excellence**

Enterprise  
Performance  
Management  
Systems (EPMS)

# MANAGERIAL EXCELLENCE

**INCISIVE**<sup>®</sup>  
Sharp... Effective... Clear...

## Operational Excellence with Management Excellence

All organizations have access to the same data. The difference is **INSIGHT**: deeper & faster than competition

To optimize results, alignment across the value chain is needed.

Organization must leverage the contribution of all stakeholders, while fulfilling their requirements



**RATIONALIZE**

INSIGHT needs to be actionable: even more important that being fast, is being agile: implementing changes throughout organization

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## STRATEGY-TO-SUCCESS:

### A PROCESS FRAMEWORK FOR ACHIEVING MANAGEMENT EXCELLENCE

*S2S consists of six steps, in which the output from one becomes the input for the next:*

1. Understand the stakeholder environment
2. Scan the market
3. Strategize about the business model
4. Manage the business plan
5. Run the business operations
6. Provide feedback on all levels by measuring business results



Stakeholder Environment: Gain to Sustain  
Market Model: Investigate to Invest  
Business Model: Design to Decide  
Business Plan: Plan to Act  
Business Operations: Analyze to Adjust  
Business Results: Record to Report

## HOW EPM ALIGNS THE STRATEGY-TO-SUCCESS FRAMEWORK

- ✓ It takes a systematic approach to MANAGEMENT ACTIVITIES through modules operating on a common platform and provided by a single-enterprise software vendor.
- ✓ It identifies and refines the KEY MANAGEMENT PROCESSES necessary to manage the business.

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## 5 Ways

### Business Acumen & Managerial Excellence Training Helps Organizations Survive in Tough Economic Times

*In tough economic times, managers and employees with business acumen are better prepared to act in ways that positively affect PROFITABILITY and CASH FLOW because they:*

1  UNDERSTAND

the "story" behind their company's "numbers."  
(i.e., the impact of economic conditions, Competitive pressures, regulatory changes)

2  RECOGNIZE

the "realities" of the current economic situation and how these realities are affecting the Company's ability to drive revenue and profitability

3  UNDERSTAND

that tough economic times can require that companies make difficult decisions to remain Competitive and financially sound

4  REALIZE

why specific new initiatives are being implemented and how they can help keep the Company strong

5  TAKE ACTION

in their own jobs that are supportive of the company's "tough times" strategies.

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