

The Execution Advantage

How to turn strategy into results

KEY106 | 19 August 2020

Workbook

Checkside

The People for High Performance



Strategic planning confessional

Sins to confess...

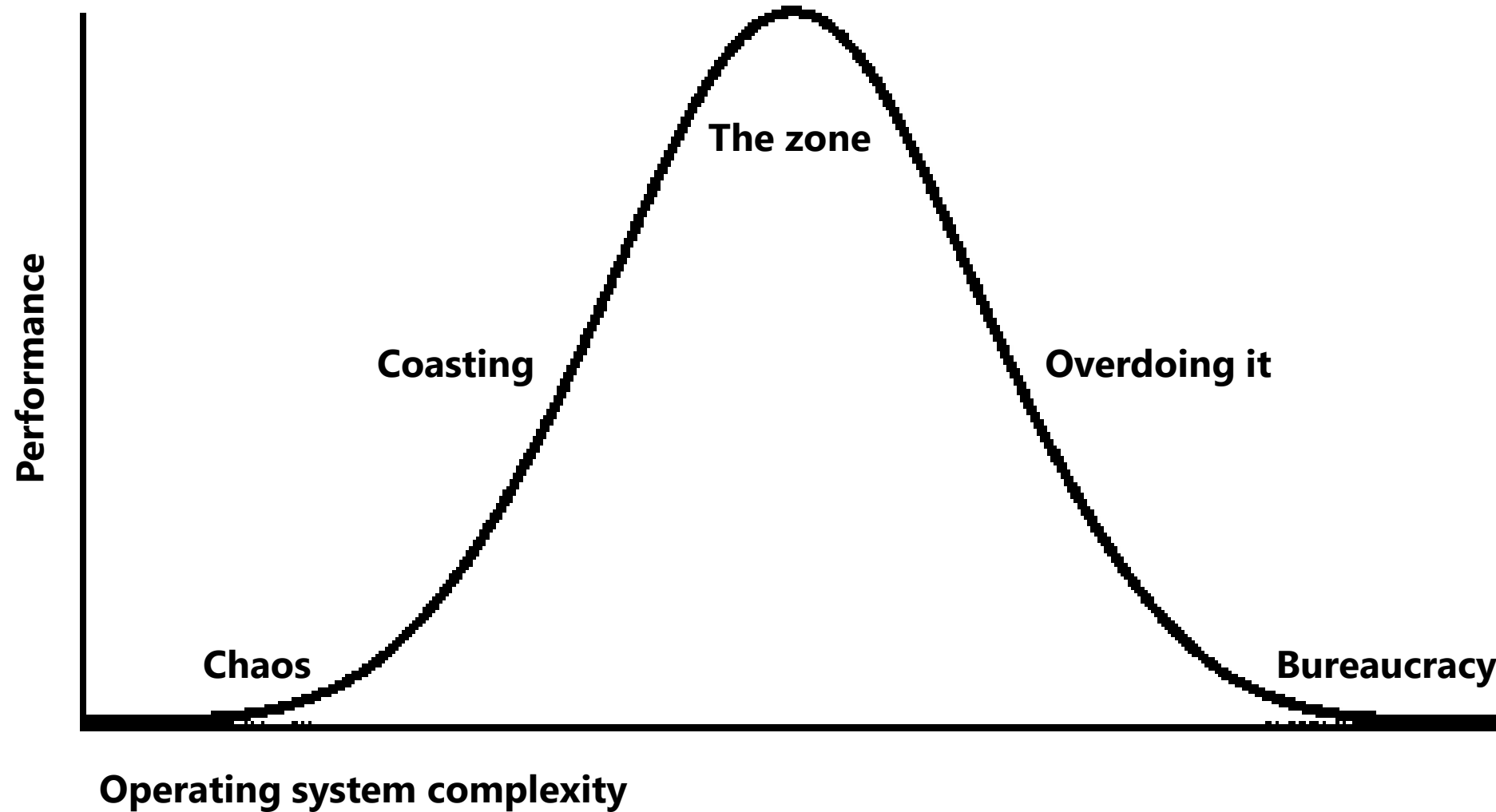
- Having a plan for the sake of having a plan
- Partial commitment from owners / boards
- Not involving those responsible for executing
- Plans that are detached from reality / not grounded in data
- Not focusing on results (KPIs and Objectives)
- Strategic planning as an event rather than a process
- Lack of accountability or follow through
- Other: _____

Making amends...

Closing the execution gap

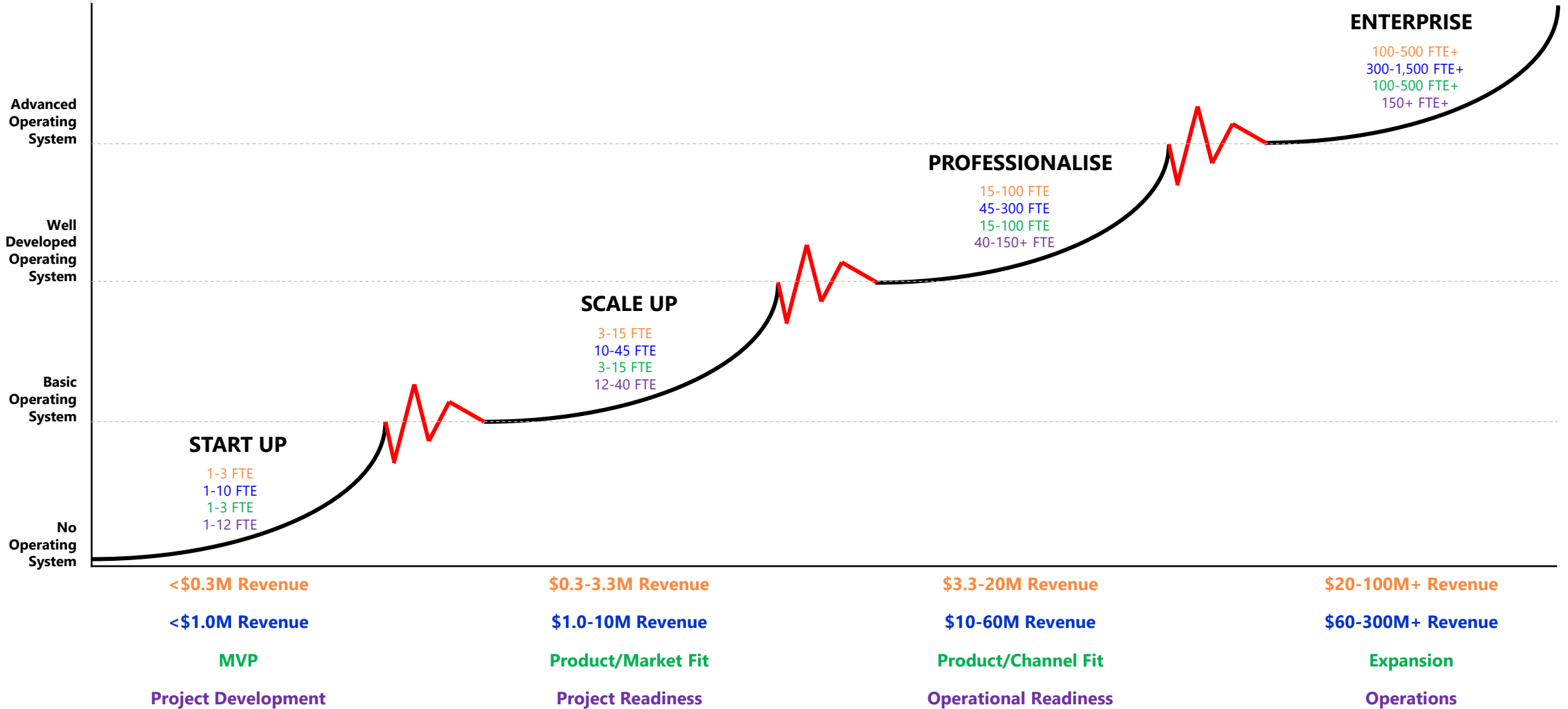
S	Skills	
U	Understanding	
C	Capacity	
C	Consequences	
E	Engagement	
S	Systems	
S	Support	

Where are you operating?



Where are you on the curve?

Services
Manufacturing
Technology
Resources



Your functional chart



Focus via Objectives

Period:

Accountable person	Objective	Key results	Status <small>(Off track, At risk, On track, Complete)</small>

Your operating rhythm

Period:													
Month:													Week
Annual Strategy Offsite													
Quarterly Review & Planning Meeting													
Monthly Operations Meeting													
Budget & Workforce Plan													
Performance Check-in													
Engagement Survey													

- Don't forget...**
- Fortnightly 1:1s
 - Weekly team meetings

Implementation planner



This workbook was created by Checkside Pty Ltd

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