



2019 Workshop

Unlocking the ROI of Executive Education

July 17-18, 2019

Problem Summary:

Team Name: Middlesex County – Profitability

Problem: Company has a strategic alignment issue that is causing inefficiencies leading to lost profitability.

Identify Opportunity

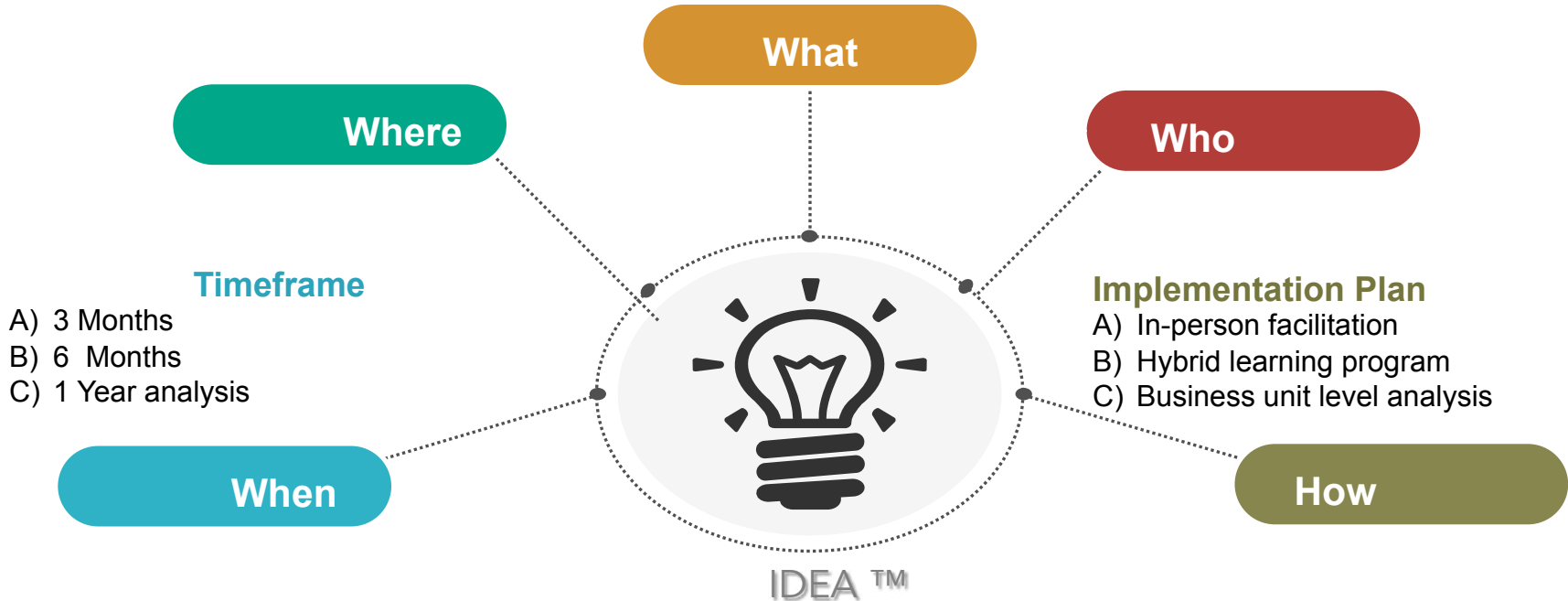
- A) Strategy Assessment and Alignment
- B) Build Skills with Devel Program
- C) Implementation and Measurement

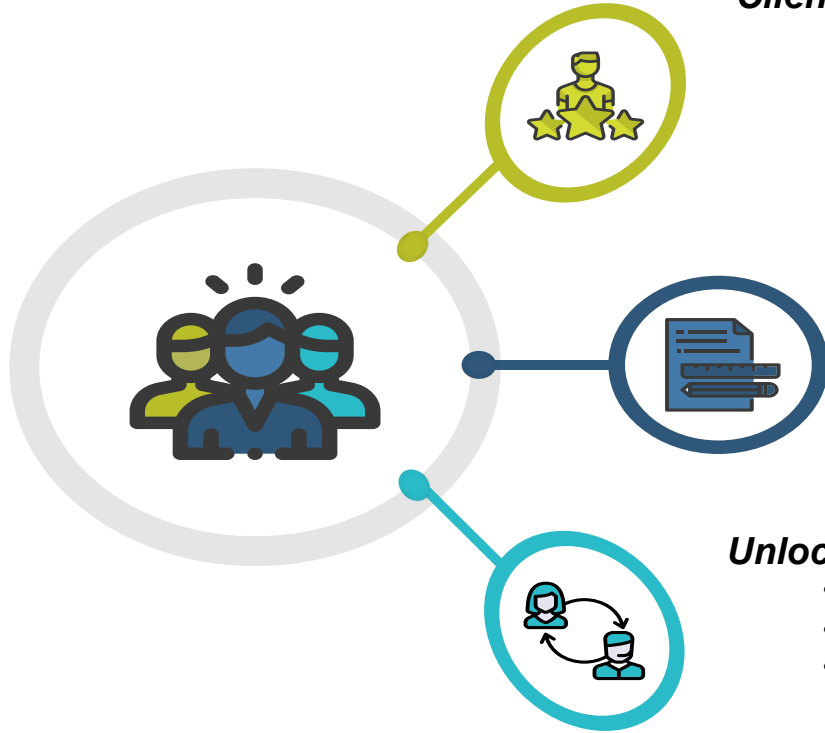
Metric-Based Solution

- A) Single aligned strategy
- B) Skills, language and project
- C) Revenue/assets/time

Customer vs. Supplier

- A) Pracademic analysis and facilitation
- B) Faculty
- C) Co-data collection and analysis





Client Focused Solution

- Senior program to unify strategic alignment
- High potential program to build alignment, skills, buy-in
- Longitudinal analysis over improved productivity

Implementation Plan

- Stakeholder analysis
- Strategic workshop with senior leaders
- Learning intervention with high potentials
- Practical implementation leveraging project-based output

Unlocking ROI – Metrics

- Single aligned strategy
- Actionable projects to drive strategic goal
- Improved asset utilization: revenue/assets