2019 Workshop
Unlocking the ROI of Executive Education
July 17-18, 2019
Problem Summary:

Team name: The Mob

Misalignment across departments in negatively impacting retention and advancement
Output: Metrics

**Client Focused Solution**
- Alignment on Mission Goals & Strategy of company
- End to End executive development program that assesses the participants, delivers appropriate skills and knowledge, embeds/sustains the behaviors on-the-job and cascades down to participant’s teams

**Implementation Plan – Assess->Develop->Embed->Sustain**
- Leadership Summit w/stakeholders
- Assessments
- Multi-modular experiential program (in-person and virtual)
- Action Learning
- Mentorship
- Cohort Coaching

**Unlocking ROI – Metrics**
- Increase in retention by minimum of 10% or 10 participants
  - $100K cost to recruit new executive = $1M savings
- Increase in retention of team members of participants
- Increase in number and speed of promotions – work with client to determine cost benefit
- Reports of financial successes secured from coaches
- Positive shifts in assessments pre & post program
Process: Identify Opportunity

- Identify Opportunity
  - Bullet #1
  - Bullet #2
  - Etc.

- Timeframe
  - Bullet #1
  - Bullet #2
  - Etc.

- Where

- What

- Metric-Based Solution
  - Bullet #1
  - Bullet #2
  - Etc.

- Who

- Customer vs. Supplier
  - Bullet #1
  - Bullet #2
  - Etc.

- When

- Implementation Plan
  - Bullet #1
  - Bullet #2
  - Etc.

- How