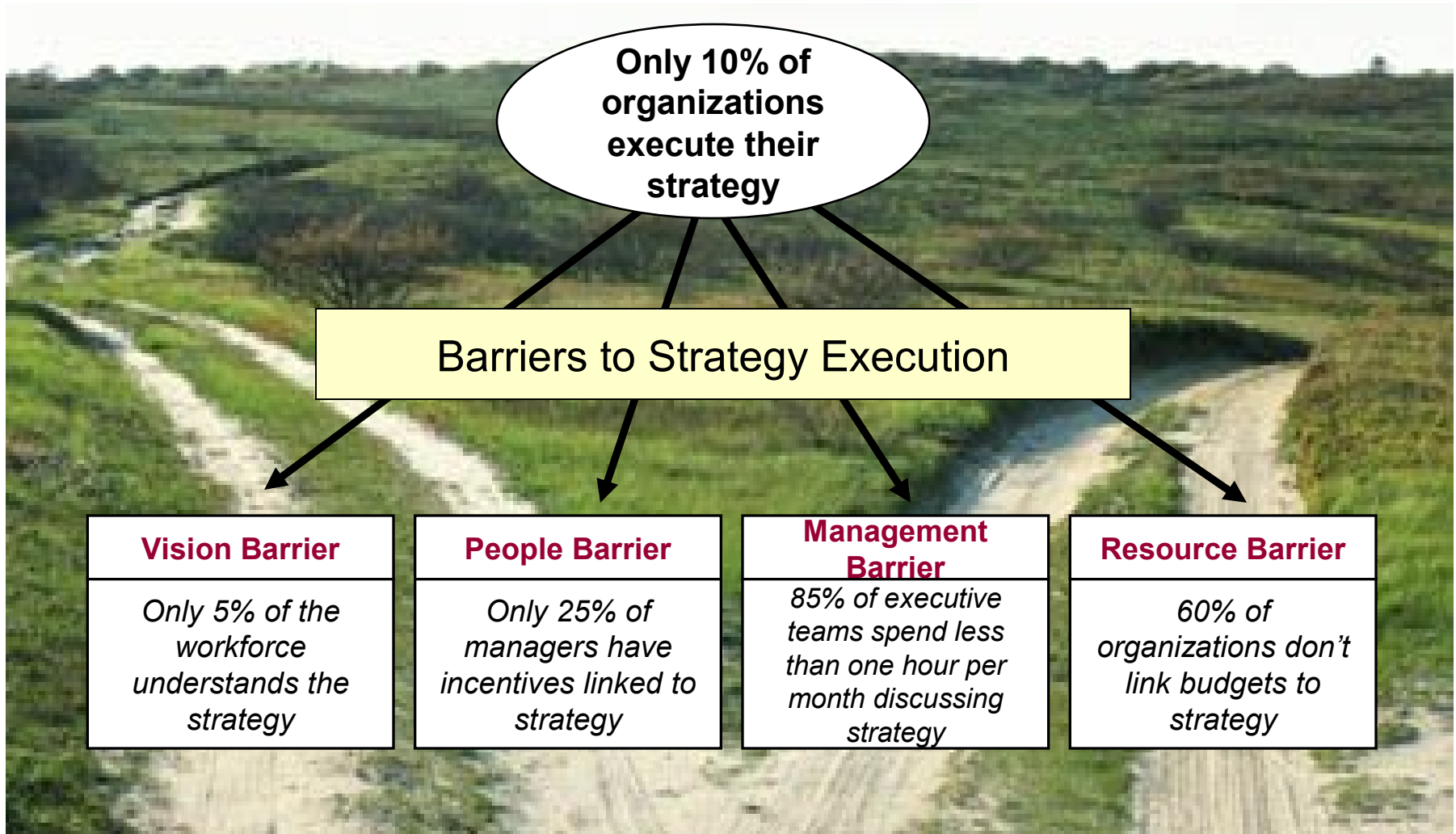


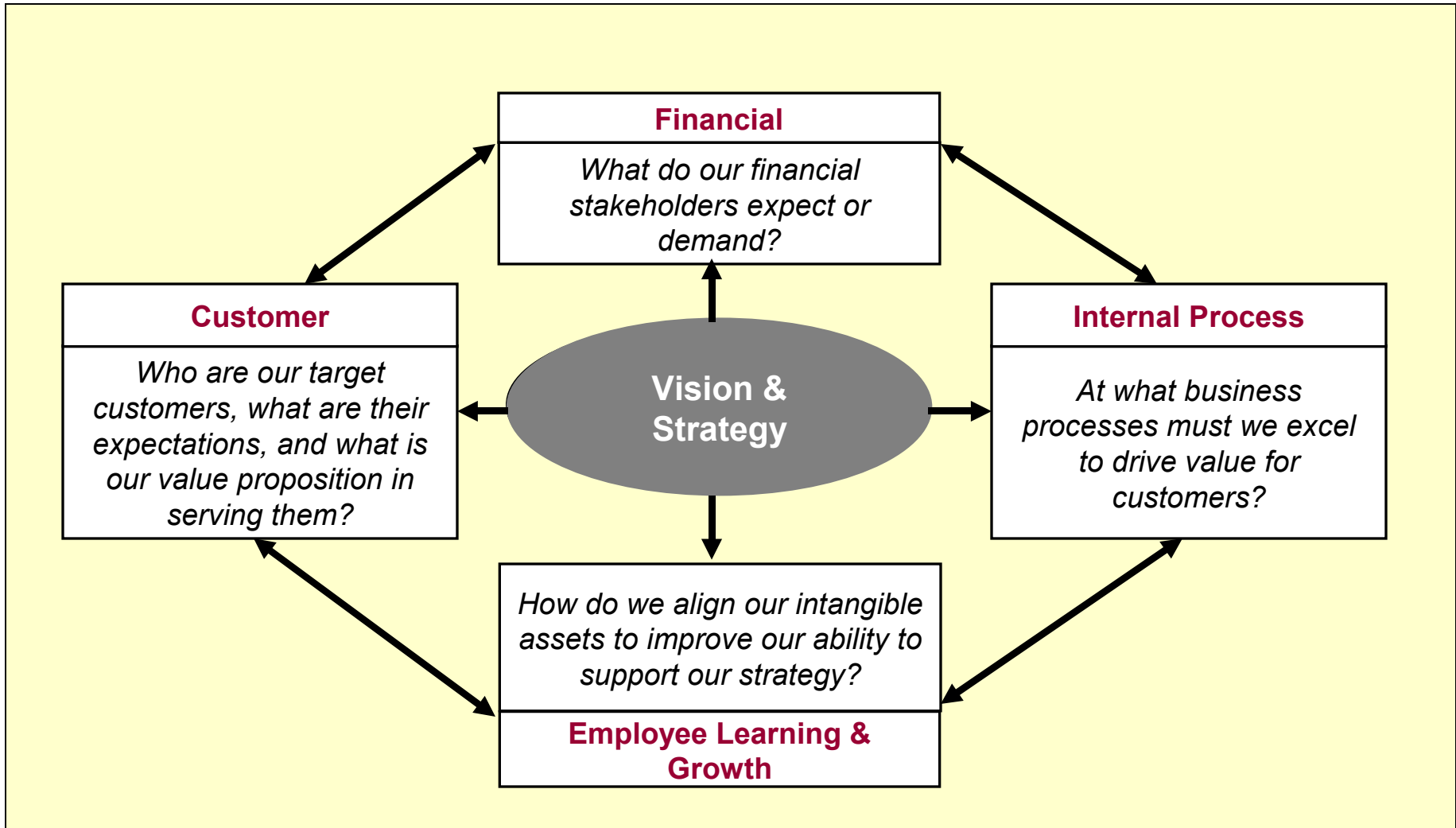
*Strategy-Centered Management Meetings:
Executing Your Strategy Through Learning & Discussion*

Agenda

- BSC Overview
- Strategy-Centered Management Meetings



Balanced Scorecard



“Death By Meeting”

- Most meetings suffer from serious faults*:
 - Lack of drama
 - Lack of contextual structure
- “The Discipline of Getting Things Done”



* Based on “Death by Meeting” by Patrick Lencioni

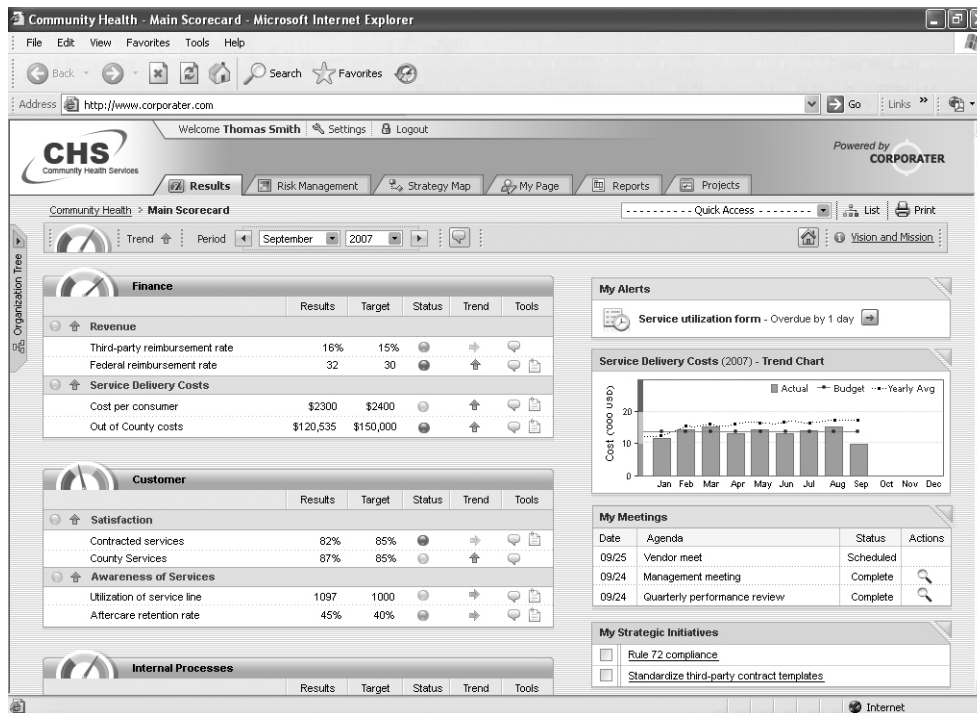
The Strategy Centered Meeting

- Hold meetings frequently – at least quarterly
- Distribute materials in advance
- Balanced Scorecard champion may facilitate
- Set the right tone for the meeting
- Options exist for reviewing results



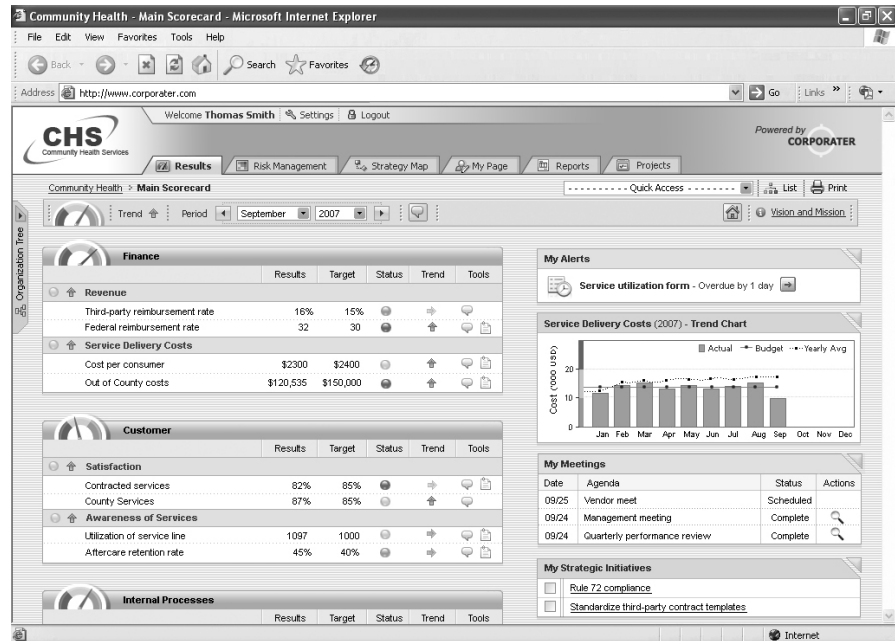
The Strategy Centered Meeting

- Whether it's high or low tech...
- Key point is to begin discussing results soon!



Critical Questions

- What happened?
- Why did it happen?
- What are we going to do about it?



Questions???

Thank you for your time. If you have any other questions, please feel free to contact me at pniven@senalosa.com

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