

Announcing the Strategic IQ™ Audit

Strategic Thinking • Strategic Planning • Strategic Change

Result: Sustained Strategic Excellence and Outstanding Business Results

*World Leaders in
Strategic Management
Powered by **Systems Thinking***

STRATEGIC IQ™ AUDITS:

Personally Designed and Led by:

Stephen Haines

*CEO • Entrepreneur • Global Strategist
Keynote • Systems Thinker • Distinguished Author*

Steve is the world's foremost authority and leader in the Systems Thinking Approach™ to Strategic Management (Planning-People-Leadership-Change) to Deliver Customer Value. He has led the Best Practices research, development, and expansion of Strategic and Systems Thinking for more than 25 years. www.StephenHaines.com

Steve is joined by an elite group of Senior Executive Consultants from all over the world. Together they offer the best Strategic Management education, Strategic IQ Audit, and tools on the market today.

HOW TO BEGIN?

Have us conduct a Strategic IQ Audit, including an Economic Analysis, Strategic Audit, Operational Review, Customer-Focused Positioning, and a Strategic Management Executive Briefing. Then, present our own research findings—all in 2 days. It comes with our...

"Nothing-to-Lose Guarantee"
NO Further Obligations

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Do you have a yearly financial audit and certification of your organization?

Why not have a yearly Best Practices Strategic IQ™ Audit and Certification also?

- Financial Audits look at the past – The Financials & Operations
- Strategic IQ™ Audits look at Strategy, Positioning, and a Future-Oriented Customer-Focus

Only the Centre has researched proven best practices in Strategic Management building on the Baldrige Quality Award for Performance Excellence. We created a Strategic IQ™ Audit and Certification that begins where the Baldrige leaves off. It is our only business. We are now the World Leaders in the Systems Thinking Approach® to Strategic Management, as we created and now offer the only yearly Strategic IQ™ Audit and Certification.

It includes a focus on both

- Your Strategic Direction, Customer Focus, Operational Excellence, and Financial results versus Best Practices to Achieve Business Excellence and Superior Results
- Your yearly Strategic Management System and Cycle that is Customer-Focused & generates these results, year after year (an integrated approach)

Have the Centre's Mastery Level Senior Executive Consultants, Program Directors, and Strategy Experts Audit you yearly in Four Areas:

I. Shared Direction and Clarity of Purpose:

- Develop a Strategic Plan and clear marketplace positioning & Customer-Focus
- Develop "Buy-in" and "Stay-in" to the Plan for best answers and ownership

II. Shared Core Strategies:

- Conduct a Strategic Business Assessment and a consistent overall Strategic Business Design, Productivity, and Efficiencies
- Cascade down Department Work Plans, Operations, Budgets, and Accountability

III. Successfully roll out and implement Enterprise-Wide Change:

- Enhance performance of each Leader and Unit at all levels vs. your Strategic Direction
- Install follow-up Change Management Structures and Processes
- Significantly enhance your financial growth, ROI, and Long-Term Viability

IV. The Foundation: Sustaining Capacity and Simplicity:

- Develop the Capacity for Sustaining Enterprise-Wide Change
- Achieve Elegant Simplicity and Clarity of Focus

Options to Audit your Strategic IQ™

- #1** Have two Senior Executive Master Consultants come in-house and use this assessment to conduct a neutral third party diagnosis and assessment.
- #2** Have the Centre jointly assess you with a specifically trained sub-group within your organization. Build your own internal assessors.
- #3** Conduct it as part of any Strategic Planning (or Enterprise-Wide Change) project.
- #4** Make it part of the yearly "annual strategic review" and update of your strategic plan.
- #5** Conduct it to begin a Strategic Planning or Enterprise-Wide Change Management Project.

The “Strategic IQ™ Audit” Explained

• *The Systems Thinking Approach®* •

The Strategic IQ™ Audit is a comprehensive Enterprise-Wide Audit that includes an integrated suite of assessments, including:

1. **Strategic Management Results, Direction and Marketplace Positioning Audit**
2. **Yearly Strategic Management System, Process and Capabilities Audit**
3. **Customer-Orientation and Customer-Focus Audit**
4. **Economic Analysis and Financial Results Audit**
5. **Operational Excellence: Plans, Accountability and Culture (Values) Audit**
6. **Strategic Business Design, Productivity and Efficiencies Audit**
7. **Organizational Capacity for change - 5 Components Audited**
8. **(Optional) Enterprise-Wide Assessment vs. the Baldrige Quality Criteria for Performance Excellence (either a face-face or online Assessment Available)**

All of this is based on the Proven Best Practices, Research of Organizations, using the Best 21st Century *Integrated Organizing Framework* and Language there currently is, *The Systems Thinking Approach®*



The Strategic IQ Audit Flow

“The Smart-Start to Creating Customer Value”



AGENDA FOR DAY ONE:

- **Initial meeting with CEO** on purposes/introductions/wants
-Terms and Conditions with Nothing-to-Lose and No Further Obligations Guarantess
- **Initial meeting with Senior Management on Strategic IQ Audit**
- **Begin Strategic IQ Audit Process**
- Conduct analysis of business documents (economic, customer, operational and strategic)

WORKING LUNCH-FAMILIARZATION TOUR OF PREMISES

- **Continue Strategic IQ Audit Process**
-Hold 1-1 data collection sessions as necessary
- **Client Objectives meeting with CEO** and other decision-makers.
- Haines Centre Partners internal review meeting of data collected/objectives

AGENDA FOR DAY TWO:

- **Executive Briefing on Strategic Management**
(The Systems Thinking Approach®)
- **Application to Strategic Management: 21st Century Best Practices Research**
(Planning—People—Leadership—Change to Deliver Customer Value)
- **Plan-to-Plan Session**
- Tailor and Organize the effort including Parallel Involvement Process

WORKING LUNCH

- **Research Findings Revealed:**
–**Meeting with CEO and decision-makers**
-Results of the Strategic IQ Audit - Strategic, Customer, economic, operational
-Specific Roadmap and Recommendations/Reactions
- **Next Steps:**
-Clarity on Agreement and next steps/ To Do List reviewed