

Rapid **M.A.D.E. Check**

Are you ready for **Take-Off?**

How to evaluate the effectiveness of your management system



The Checklist

▶ What recently happened:

- New strategy has been adopted
- Quality problems arise
- Organisational problems surface
- Change processes got stuck
- Top Management has changed
- Periods of extraordinary growth
- Decision for new IT systems
- Competitive pressure increases
- Acquisition has been completed
- Major organisational changes



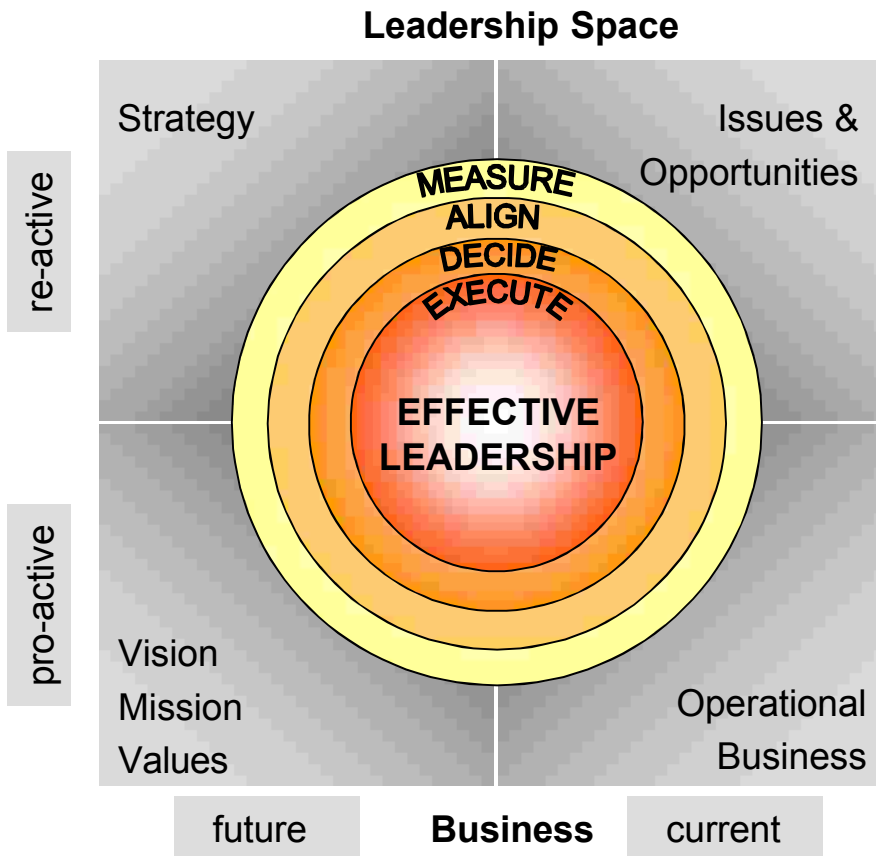
▶ What you feel uneasy about:

- Strategy buy-in of management
- Resources allocated to priorities
- Cross functional teamwork
- Effectiveness of management
- Consistency of direction
- Capabilities of the organisation
- Appropriateness of key metrics
- Ability of organisation to learn
- Break down of overall goals
- Clear communication of targets

Are you ready for take-off?



The M.A.D.E. Model



M.easure

- from guesses to facts
- from lagging to leading indicators
- from finance to value orientation

A.lign

- from classified to open information
- from perfection to learning organisation
- from order taking to self responsibility

D.ecide

- from analysis paralysis to risk management
- from inconclusiveness to clear direction
- from dogmatism to pragmatism

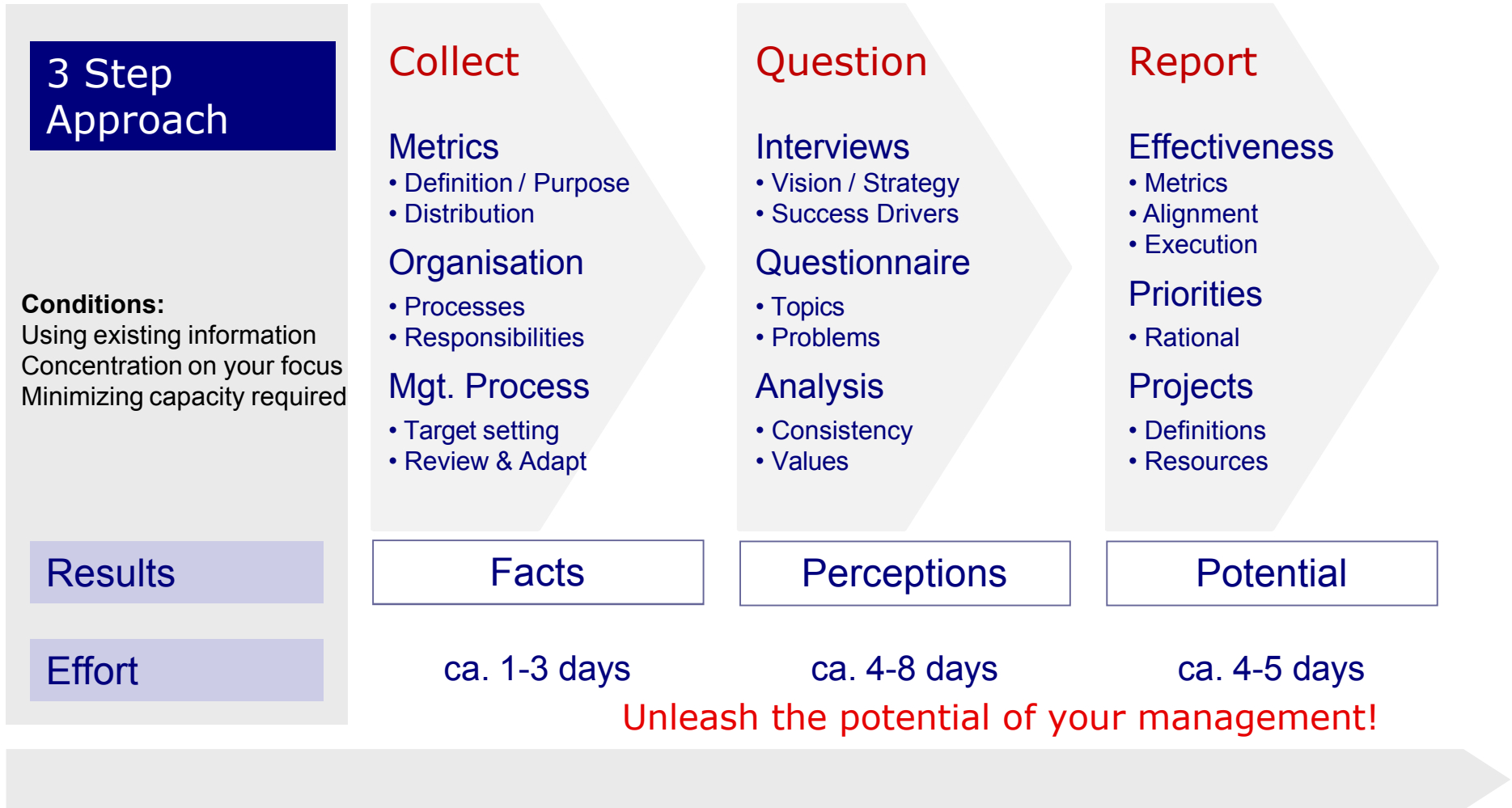
E.xecute

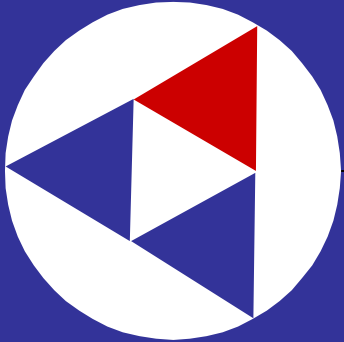
- from functional to process focus
- from efficiency to effectiveness
- from mediocrity to excellence

Four major dimensions for rapid evaluation of effective leadership



The Approach





wilfriedmanhart
customer excellence management

Dipl.Ing. Wilfried Manhart, MBA
CH-7304 Maienfeld, Grabenstrasse 4
Tel: +41 (0)81 511 0179
email:manhart.cemco.ch
web: www.cemco.ch

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