



SHARED PERFORMANCE

## **TURNING COMPLEXITY INTO COMPETITIVE ADVANTAGE**

Achieving inside complexity

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July 18, 2011

# AGENDA

- Problem
  - Missing Achievements Impact Results
- Solution
  - Achievement Framework
- Demonstration
- Benefits



# PROBLEM – ATTAINING THE RIGHT RESULTS AT THE RIGHT TIME



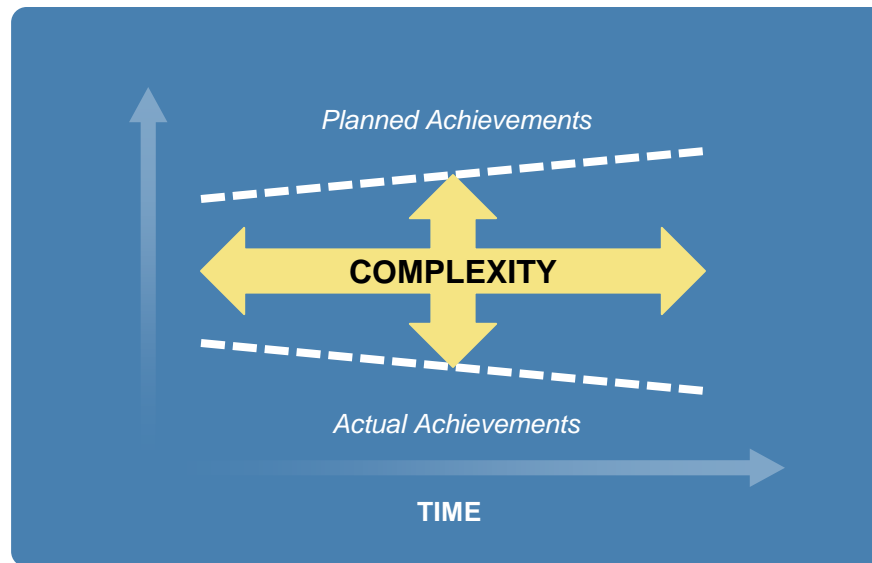
## Achievement Problem

1. Is your organization maximizing results by achieving what it sets out to do?
2. Are their people maximizing results by achieving what they set out to do?
3. What barriers are preventing individual and organizational achievements?

# PROBLEM – COMPLEXITY IS PREVENTING ACHIEVEMENTS

“Eight in ten CEOs expect their environment to grow significantly more complex over the next five years, and fewer than half believe they know how to deal with it successfully.”

*Capitalizing on Complexity, Insights from the Global Chief Executive Officer Study, IBM Corporation, May 2010*



**Complexity** is preventing individual and organizational achievements.

# PROBLEM – ESCALATING AND ACCELERATING COMPLEXITY

Escalating and accelerating **complexity** impacts the ability of people and organizations to achieve the right results at the right time.

- Customers
- Environment
- Competition

## Market

## Organization

- Matrix Management
- Locations
- Time zones
- Virtual

- Internal & external
- Different generations
- Behaviors
- Education levels
- Language
- Culture

## People

## Partners

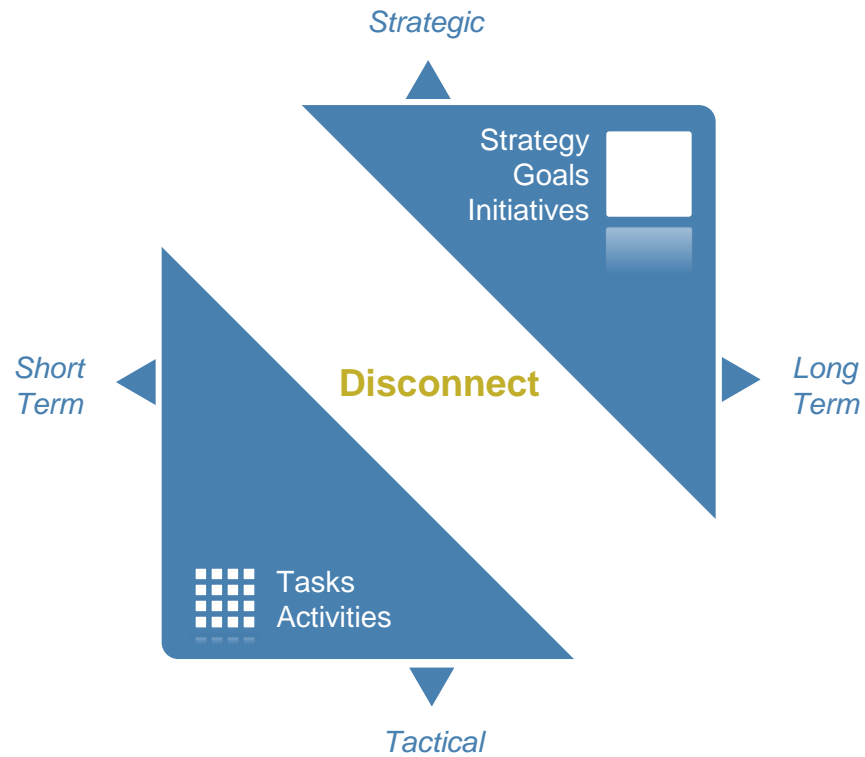
- Integration
- Procedures

# PROBLEM – ESCALATING AND ACCELERATING COMPLEXITY

Escalating and accelerating **complexity** impacts the ability of people and organizations to achieve the right results at the right time.

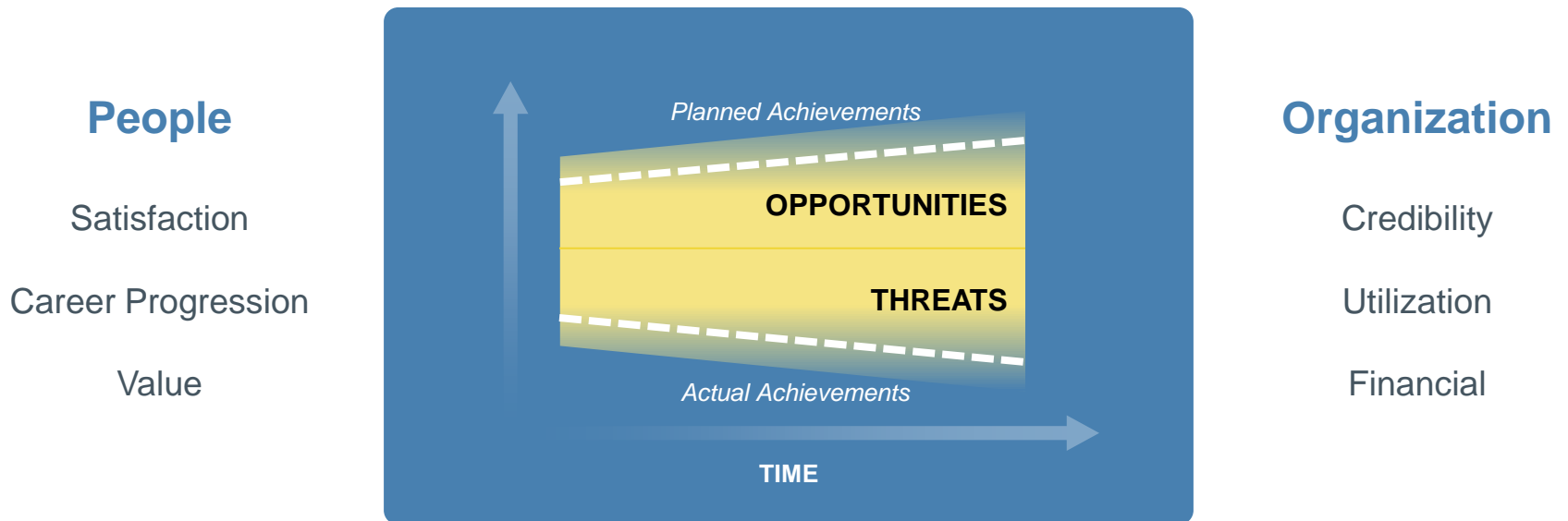


Complexity amplifies the **disconnect** between short-term tactics and long-term strategies.



# PROBLEM – MISSED ACHIEVEMENTS IMPACTS RESULTS

**Missed achievements impact the results of people and organizations.**



“Only 8% of workers systematically **schedule their priorities**”.

*Harris Interactive*

#1 element of great management - make sure people know **what's expected** of them so they can engage.

*Gallup Research*

**Poor alignment** accounts for 20% of all lost time.

*Stephen Covey Research*



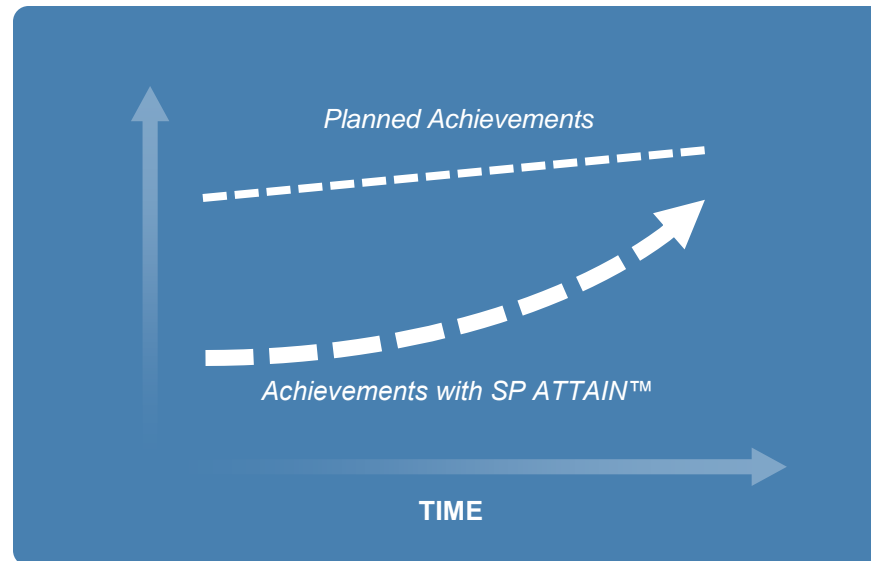


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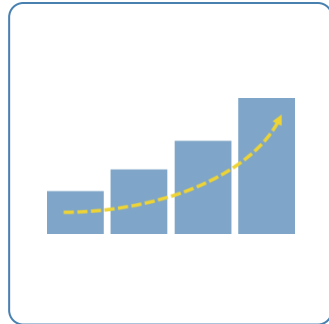
**TURNING COMPLEXITY INTO COMPETITIVE ADVANTAGE**

SP ATTAIN™

## Achieving results inside complexity.



# ACHIEVEMENT FRAMEWORK

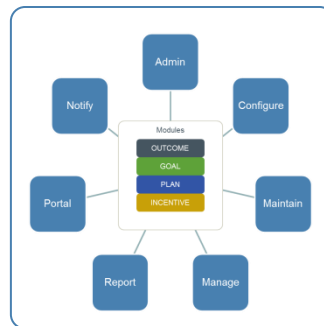


**Achievement Practices**

**Achievement Discipline**

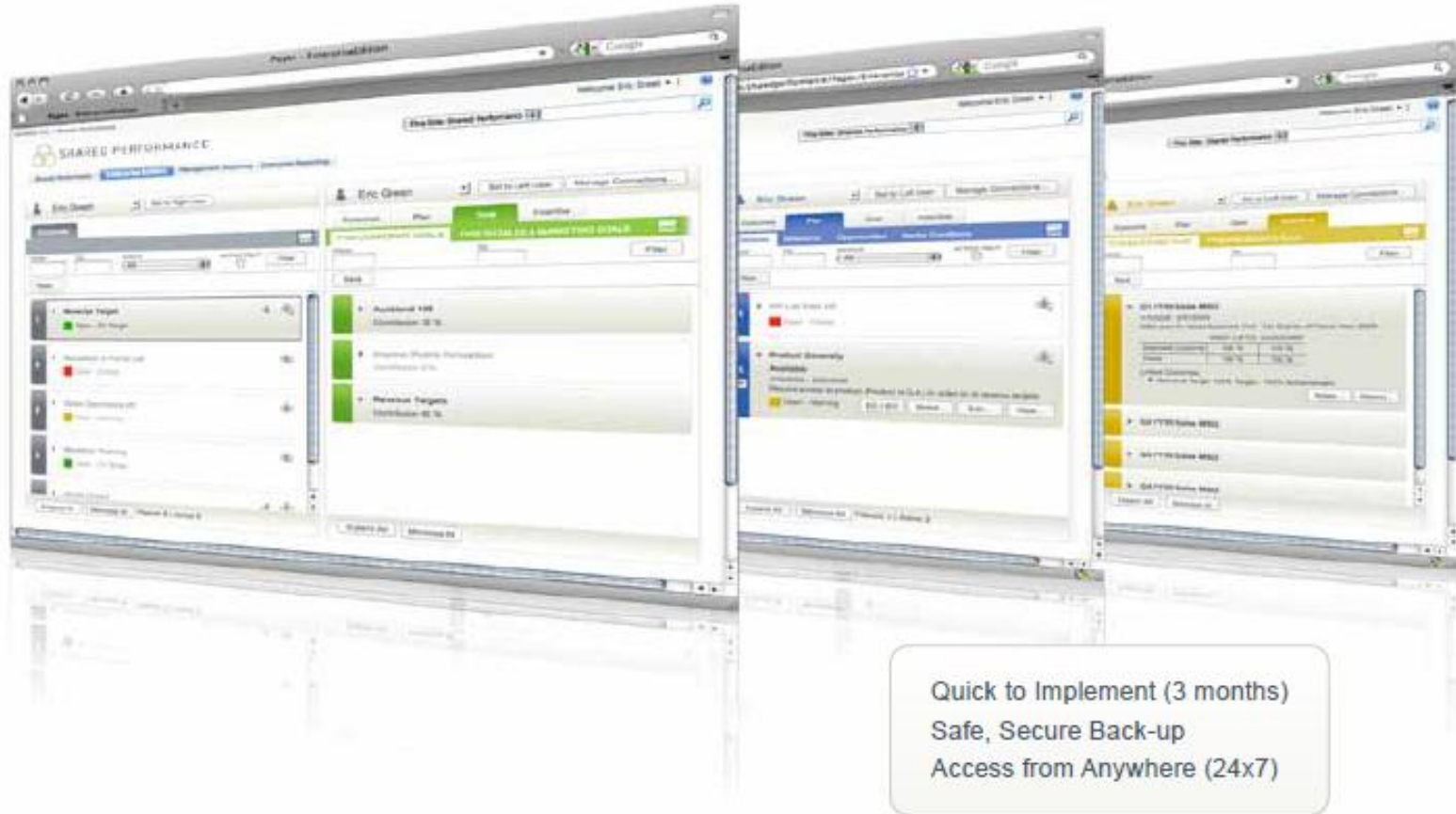


**Achievement Platform**





## International Patent Pending Software



# SP ATTAIN™ - BENEFITS

**SP ATTAIN™ is a solution that enables people and organizations to achieve inside complexity.**

- Visibility
- Transparency
- Accountability

