

Business Outcome Management

This task is made more difficult when senior management do not have a common understanding of the 'end game' and disagree on how the strategic outcomes will be measured.

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Business Outcome Management

Our workshop facilitates a process that will deliver a business plan, developed in a way that resolves the business challenge.

The business plan will initially be diagrammatically presented in the form of a Benefits Realisation RoadMap detailing the complete set of initiatives, risks, and expected benefits that make up the business plan. It will provide the management team with a two dimensional visual representation of the business plan, at a level of detail appropriate to their operational needs.

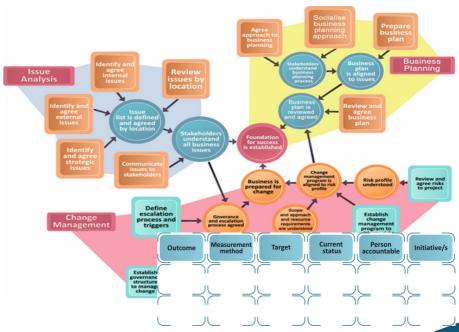
Our structured approach ensures there is consensus on the actual outcome that will be achieved through the completion of a specific initiative or project, and how that outcome will me measured.

The roadmap drives cross functional communication and creates an explicit understanding of the dependencies each function has on the other functions for the successful realisation of the overall strategy.

Once the team has agreed the 'picture', supporting documents can be prepared as needed. These documents will describe the accountabilities and responsibilities for the realisation of each outcome and separately, for the delivery of each initiative. They will also help prioritise the high-level project plan that should be followed to achieve overall the business outcome.

Create a team that has:

- Ownership of a focused and inclusive business plan.
- The means to confidently describe how business outcomes will be achieved.
- A common understanding of the issues facing the business.
- A common understanding of the impact of changes to the scope of the program.



About SIXFOOTFOUR

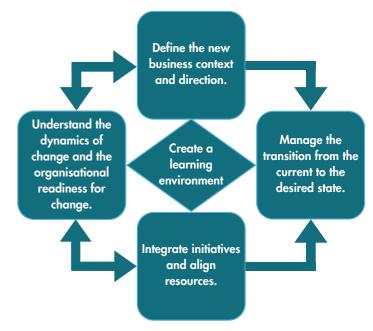
Sixfootour is a boutique business management consultancy owned and managed by Garth Holloway.

Projects are delivered by Garth and associates.

For more than two decades, Garth has helped numerous organisations across multiple sectors resolve challenging business transformation issues and optimise their performance through cultural and structural change.

He engages with senior executives to enable them to clearly understand the underlying issues facing their businesses and focus their attention on the top priorities.

A core strength is his ability to own and deliver large transformation programs. His proven methodologies and frameworks put problems into perspective, and provide the roadmap for their resolution.



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