

# Nordic Community for Execution Premium

For those professionals who are seeking to  
achieve an execution premium through  
strategy and performance management



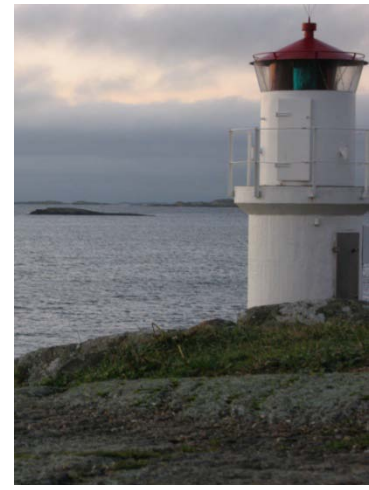
## Achieving Your Execution Premium

What is the key to ensuring that your strategy delivers? Viewing and managing strategy is a holistic process—including linking your operations to the strategy—and only an unified and integrated framework can help you forge that crucial linkage. Organizations that do so create an Execution Premium—extraordinary performance results that exceed that of their industry peers.

To achieve Execution Premium, you need to effectively manage and integrate all six stages of the Execution Premium Process. Most organizations are doing some of these stages with some degree or proficiency, but to win you must do them all and manage them holistically. The management system, along with the enabling technology infrastructure, is required to achieve and sustain performance results.

Our research has shown that organizations with a formal strategy execution process in place are dramatically outperforming those that do not.

		Yes (54 %)	No (48 %)
<i>Do you have a formal strategy execution process in place?</i>			
<i>Describe your organization's current performance.</i>			
Winners	• ...We have <u>breakthrough</u> results	12%	7%
	• ...we are performing <u>better</u> than our peer group	58%	<u>20%</u>
	<b>Sub-Total</b>	<b>70%</b>	<b>27%</b>
Losers	• ...performing at the <u>same</u> level as our peer group.	18%	30%
	• ...performing at a <u>lower</u> level than our peer group	9%	27%
	• ... <u>not performing</u> at a sustainable level	3%	<u>16%</u>
	<b>Sub-Total</b>	<b>30%</b>	<b>73%</b>

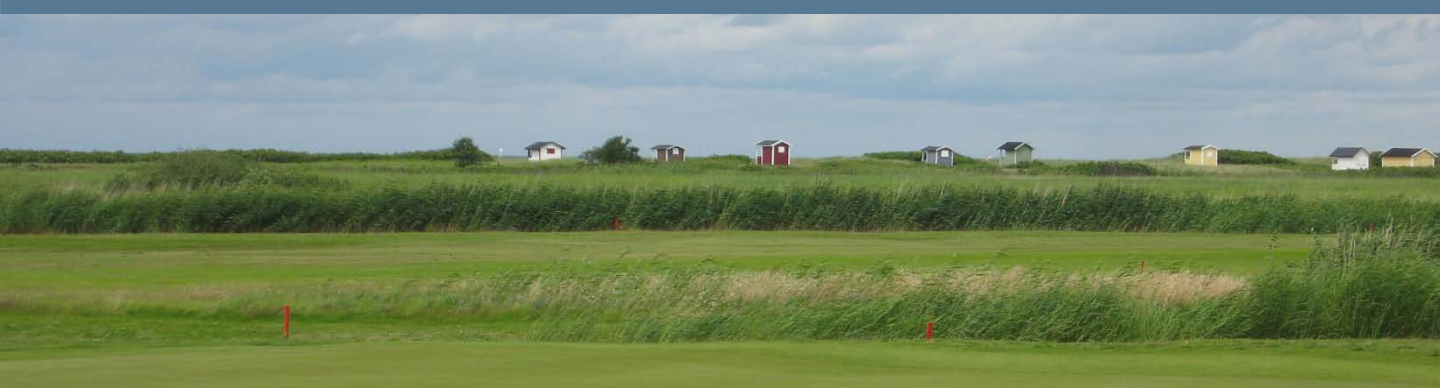


## Execution Premium Process

The Nordic Execution Premium Community helps you understand that unifying framework of the six-stage Execution Premium Process.



- **Develop the Strategy:** Ensure the organization develops a compelling strategy that has broad support and buy-in.
- **Translate the Strategy into action:** Describe the strategy in the format of a strategy map, find the right measures that drives the strategy, and prioritize initiatives that best execute the strategy.
- **Align the Organization:** Cascade the strategy throughout organization by letting each unit describe their contribution to the overall strategy, set targets and align process improvements.
- **Plan Operations:** Integrate financial and resource capacity planning with the strategy, and build process models to operationalize it.
- **Monitor and Learn:** Establish processes for reporting and decisions, and for analyze underlying performance trends and relationships that influence competitive position.
- **Test and adapt:** Test the strategy's cause and effect linkages and the robustness of the Strategy by using decision analytic models



## Who is the Nordic Execution Premium Community for?

- Practitioners of strategy and performance management in the Nordic area from mid to large sized organizations, public and private sector entities, and all industry sectors are invited to apply to join.

## Why Join?

By joining the community, members have the ability to participate, learn, and engage with peers and experts.

- Exchange knowledge and experience with other practitioners in the community who are facing the similar strategic and operational issues across multiple industry sectors.

## How To Join

Apply online at [www.bscol.se/NordicCommunity](http://www.bscol.se/NordicCommunity) or contact one of the Program Team persons for more information.

The annual organizational membership fee is SEK 90.000 excl. VAT. Conference facilities, lunch and dinner are included in fee. All travel and accommodation costs are covered by the participating organizations.

## Location

The program will be hosted alternately in Stockholm, Oslo, Copenhagen and/or Göteborg depending on participating organizations location and requests.



## Value proposition

### For the organization

- Get in-depth knowledge of each stage in Execution Premium Process
- Before each meeting, get a survey for self-assessment and review the covered stage
- For each meeting, 3 participants from each organization are invited which gives possibilities to bring subject experts and managers to participate
- During the workshop the assessments from the different organizations will be discussed and each organization will be able to identify areas for improvement and develop thoughts about their future roadmaps to close gaps to “Best Practice”

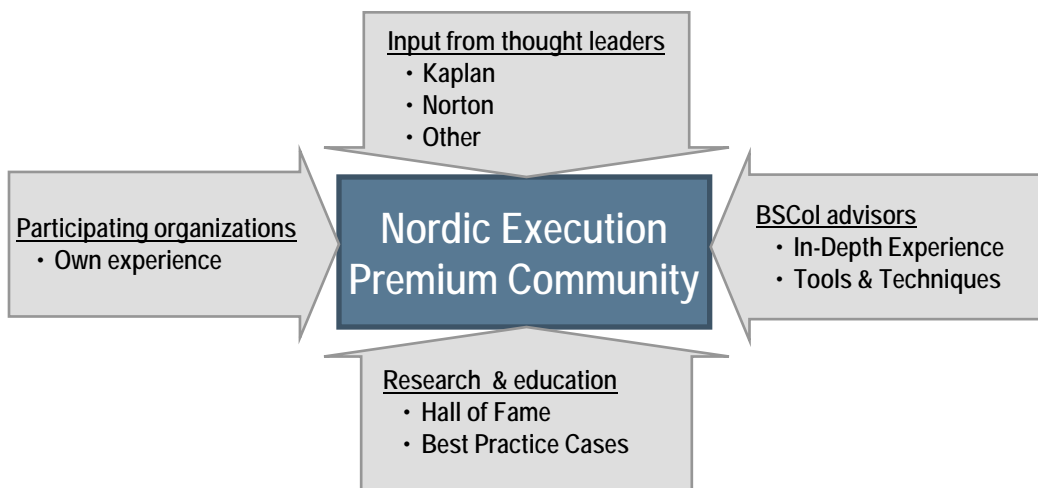
### For the participating employees

- Understand the concepts and best practices of the Execution Premium .
- Meet and get to know your peer groups in other organizations that are also striving to achieve Execution Premium
- Establish relationships and a network of colleagues
- Leverage those relationships to learn and apply lessons learned to solve your organization's common and unique challenges in executing strategy



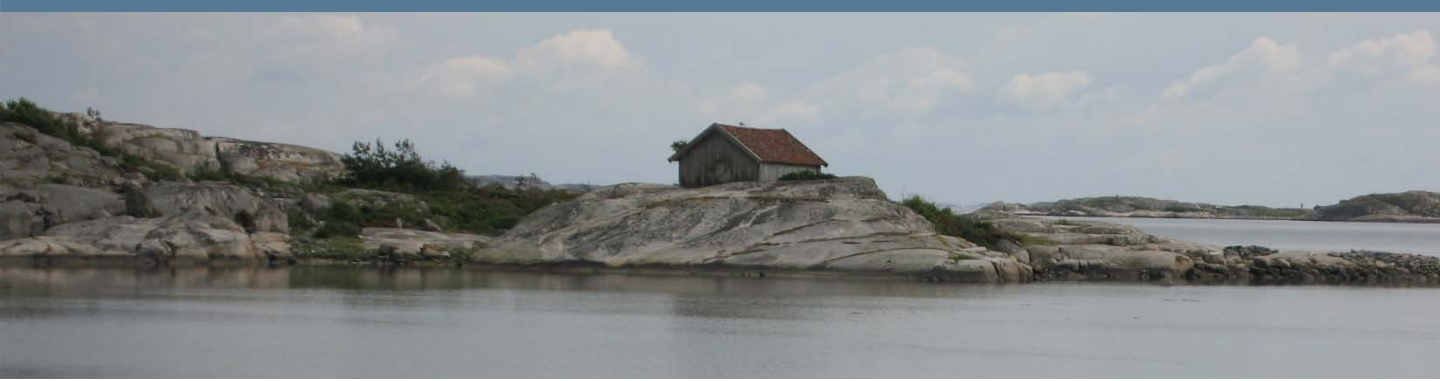
## Program structure

The program is built to apply best practice knowledge and approaches to the specific needs for participating organizations.



## Overall Program Calendar

	Q3-10	Q4-10	Q1-11	Q2-11
A. Lead the Campaign	→			
1. Develop the Strategy	Intro	Deep Dive		
2. Translate the Strategy	Intro	Deep Dive		
3. Align the Organization		Intro	Deep Dive	
4. Plan Operations		Intro	Deep Dive	
5. Monitor and Learn			Intro	Deep Dive
6. Test and Adapt			Intro	Deep Dive
B. Build Technology Infrastructure			Intro	Deep Dive
C. Create OSM Infrastructure	→			



## Who we are

**Balanced Scorecard Collaborative** is dedicated to helping clients make strategy execution a core competency to achieve and sustain performance results over time. Our resources include the world's most comprehensive database on the new science of strategy execution, a network of thought leaders, executive working groups, best practices, conferences, training, and publications.



## Program Team

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**Palladium Group** is helping the world's leading organizations execute strategy by linking strategy management to operational processes, structure and technology. Palladium's highly recognized Strategy Execution Model enables organizations in financial services, life sciences, manufacturing, retail, utilities & energy, governmental and non-profit to benefit from effective strategy execution that results in improved shareholders and stakeholders value. Palladium Group is a global organization with headquarter in Boston, US. The Balanced Scorecard Collaborative AB is the Nordic part of the Palladium Group.

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