

A photograph of three business professionals in a meeting. A woman on the left is holding a clipboard and pen, looking towards a man in the center. The man is wearing a white shirt and a striped tie, looking towards a woman on the right who is seen from the back. They are in a modern office setting with large windows in the background.

ON STRATEGY[®]

the business of tomorrow,
today.

“Most people spend more time and energy going around problems than in trying to solve them.”
(Henry Ford)

SRM

Strategy Review Meeting

www.on-strategy.com/SRM

SRM | Strategy Review Meeting

ON STRATEGY®
the business of tomorrow,
today.

Including the strategy in the executive agenda is not enough, the strategy must be the new agenda.

“85% of the senior executives
spend less than one hour a
month discussing the
organizational strategy”



The challenge

Senior leadership meetings' 70% of the time are assigned to the analysis of past performances. This is like driving a car using only the rearview mirrors. Executives attend meetings to be informed instead of bringing value added propositions. Reports are mostly outdated and are presented with different indicators or data formats. Nobody follows up on status of agreements or action items. The culture is to justify the impact of environmental changes to the organization instead of managing change. This leadership style doesn't provide the necessary visibility to analyze and make the right decisions.

The solution

“The conversations must adapt to meet the demands of a changing world”. Separate strategic conversations from operational topics. Develop clear and “definitive” elements for the report. Get proactively informed before the meeting and prepare others. Create a strong process for the acquisition of the inputs. People are the top priority, invest in talent and develop a new strategy performance review culture focused more on what the organization will do and less on what it has already been done. Contact us, we know how to do it

SRM

SRM Process

1 Develop the Report

Transform data into information and then into knowledge through the design of better reports. Apply strategic maps' concepts and BSC to structure the information and systematically relate the components to improve the analysis.

2 Anticipate Information

Define responsibilities and timelines to gather the information. Report not only data but request its analysis as well. Develop the report and distribute it using a formal communication channel one or two weeks before the meeting.

3 Prepare the Leaders

Analyzing the information with the strategy leader before the meeting, will better prepare the executives to bring new proposals to the team. The information will be presented from different perspectives enabling the exchange of ideas.

4 Moderate the Meeting

Encourage the participation and an open environment of questioning and inquiry to transition from the culture of «I believe» to the culture of «I propose». Is more important to leave the meeting with strategic decisions already made.

5 Manage the Decisions

The team's decisions must have an owner, clear deadlines, and a plan to communicate the departments or the people involved. The next meeting must start with the status of the decisions already made.

I want a consultant [Click Here](#)

SRM Deliverables

- A more Strategic Report.
- Formal Process of Inputs and Activities.
- SRM Subject Matter Expertise.
- A more Structured Analysis of the Information
- New Performance Review Culture.

SRM Benefits

- Develop Strategic Thinking.
- Facilitate the Decision Making Process.
- Build Executive Consensus.
- Continuous Validation of the Hypothesis.
- Enable Strategic Governance.

ON STRATEGY®

the business of tomorrow,
today.

ON STRATEGY mission is to help
our clients to build **strategy
execution best in class practices**
to develop sustainable advantages
and enable business growth.

United States

Toll-free number: +1 (800) 684-0124

Phone number: +1 (818) 284-2918

Mailing address: ON-STRATEGY, LLC
80 S.W. 8th Street, Suite 2000
Miami, Florida 33130, USA

Latino America

Argentina: +54 (11) 5031 2026

Chile: +56 (22) 2350797

Colombia +57 (1) 381 9648

Honduras: (+504) 9967 2215

Mexico: +52(55) 5335 0800

Peru: +51 (1) 641 9426

contact@on-strategy.com

www.on-strategy.com

 /onstrategy.official

 /on_strategy

 /in/on-strategy

Some of the companies that trusted us with their strategies: AM-PM - BBVA - BOEHRINGER INGELHEIM - CENTURY 21
COCA COLA - CUMMINS - GLOBALSTAR - GRUPO KUO - GRUPO POSADAS - GRUPO ALICA - HEWLETT PACKARD
NOVARTIS - MANE - PEMEX - RH SHIPPING - SAP - SCOTIABANK - SEARS - SECRETERIA DE SALUD - SPORTS WORLD -
TELEFÓNICA - TELMEX - TUPPERWARE - URREA - VOLKSWAGEN - YOUNG & RUBICAM - WORLD VISION - WUNDERMAN...