

STRATEGY CONSULTING

Aligning Management to Strategy

The market is changing at a rapid rate, especially at this time, during and after Covid-19. To create and/or adapt in a business impacted by disruptive markets, it is important in this new reality, to transform and innovate. It is imperative to offer the client a value proposition that guarantees a lasting experience in order to develop it as a competitive element and this has to be part of the new dimension of the competitive framework that challenges us.

Purpose

It has to do with the reason for being a company, the reason for the business, its contribution to society.

It goes beyond a Vision or Mission, as it defines a dream, the epitome of its existence.

Critical Success Factors (CSF)

It will allow you to achieve the purpose and comply with the strategy, in such a way that the company is positioned in a competitive market with unique characteristics that translate into competitive advantages.

They have to do with alignment to strategy, agility in the face of a changing environment, the ability to create unique customer experiences, the supply chain, value-added processes, ubiquity, size, prestige, etc.

Operational Discipline

It is established when the work systems are based on efficient and productive processes clearly defined and executed by an adequate organization, under the command of a committed corporate governance.

Strategy

The creation of a different company in its environment, providing one or more competitive advantages that will give the customer a unique experience that stands out in the market.

Here the Vision, Mission and Strategic Objectives

Corporate Culture

Ensures that the behavior of the members of the organization is aligned with its purpose. This compatibility promotes objectives and way of thinking employees to be consistent, coherent and loyal.

Measurement Mechanisms

It is important to recognize that a dimension that is measured, is controlled, and if it is controlled is managed, and therefore improved. If it can't be measured, it doesn't work. The establishment of performance and result indicators lead us to achieve compliance with the CSF and our strategy.