



DRIVING REAL BUSINESS RESULTS

Scaling your business requires a team to all be rowing in the same direction.

Results-Driven Corporate Alignment training is about forming habits and getting all team members to understand and respect all roles on the team and work together towards common goals with synergy.

In addition to the in-person online group training by a Results-Driven Corporate Alignment Trainer, each participant will receive course materials and individual coaching on the topics covered.

This approach ensures the lessons taught at each month's class are not only understood but implemented. It promotes the scaling of your team and empowers them to be better aligned with your organization's goals and vision, as well as with those with whom they work.

12 Aligned Topics

Each topic will help your management team be more productive, more cohesive, and supportive of each other resulting in less stress for the team and the organization's KeyDecision Maker.

COMMITMENT ON ALIGNMENT

- "Alignment Check" Questionnaire
- Changing Your Patterns of Interaction
- Trusting Environment of Mutual Respect

ALIGN YOUR WAY TO SUCCESS

- Conduct a self-examination identifying your fit with all four elements in PAVE
- Identify your Competitive Edge Activities
- Determine the current "fit" level of your key activities in your current position
- Develop a strategy for revising your job description so that it includes more focus on your Competitive Edge Activities

ALIGN ROLES & RESPONSIBILITIES

- Accountability is an essential early step for improving the productive relationship between a DR and their KDM
- Jump-start the processes that make KDMs dramatically more effective and DRs more likely to assume high-impact roles
- 6 "win-win" outcomes

RESULTS-DRIVEN CORPORATE ALIGNMENT

ALIGN WORKING DYNAMICS

- Alignment means two-way communication; overcome obstacles to two-way communication
- Unintentional barriers to alignment; subconscious or semi-conscious
- Receive, Internalize, Act: 3 Step Process to improve two-way communication

ALIGN VALUES & WORKING ENVIRONMENT

- The organization's culture starts at the top
- Culture = Behavior; Culture is learned through interaction
- 5 core values that support a productive workplace culture

ALIGN VISION

- An organization's vision statement reflects the KDM's personal vision of success and happiness
- 9 Factors to determine the future of the organization
- The Pocket Vision: The KDM's privileged, and perhaps sensitive, personal vision

ALIGN CRITICAL SUCCESS FACTORS

- 3 step process to identify Critical Success Factors
- An Organization Diagnostic
- A Strengths, Weakness, Opportunities, and Threats (SWOT) assessment
- Create a mutually-agreed upon, written, Critical Success Factor Statement

ALIGN STRATEGIC DIRECTION INITIATIVES

- Goals
- Strategies
- Action Plans, Project Plans, and Tactics

ALIGN PLANS & PRIORITIES

- Project Plan List
- Priority To-Do List
- Clarity and How to Get There

ALIGN ANNUAL STRATEGIC TEAM MEETINGS

- Move beyond "putting out fires"; focus on high-level, long-term strategic thinking
- Pre-Annual Team Meeting Protocols
- Identify Critical Success Factors and your organization's Driving Critical Success Factor

ALIGN WEEKLY STRATEGIC LEADERSHIP TEAM MEETINGS

- Identify who should attend
- Understanding Your Team Role
- Create a Manifesto to attain your Critical Success Factors (CSFs)

ALIGNMENT IS "EVERGREEN"

- Accept that this never stops
- How far your organization has progressed in alignment
- Identify which factors of alignment are NOT yet working at the highest level...and Why?

Results-Driven Corporate Alignment training program designed for companies in need of a self-motivated, efficient, and harmonious management structure resulting in greater success and less stress.

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