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**IMPROVING PERFORMANCE. MAGNIFY YOUR RESULTS.**

What you can expect?

**groWise**

## **IMPROVING PERFORMANCE. MAGNIFY YOUR RESULTS**

Everywhere we look today, powerful new forces are reshaping the world that we thought we knew. Traditional boundaries between industries, disciplines and countries are rapidly blurring, and the old rules of management no longer make sense in a post-industrial world. Rightly understood this means a huge opportunity.

### **What we mean with improving performance and magnifying your results.**

Improving performance means that you will be making more and serve more without burning yourself out. It is also about moving away from traditional hierarchies and to move in to a more human oriented flexible talent driven organisation in a more digitised world than ever before.

Executives will need to understand their business at a far more global and local synergistic level, and to feel comfortable leading people who have learned to manage themselves and have a very diverse background and has the freedom to choose when to be in the office or work remotely.

Which of these options will you choose?

1. Let the outside chaotic world control you, lose energy, lose faith and then hope someone else will make it better so you can still reach your goals with your income, health, relationships, happiness, and joy. Waiting for everything to go back to some sort of normality

OR...

2. Gain the skills to be bold, courageous, and confident to take the next best steps to Thrive in Future and break-out from stagnation, fear, and uncertainty and design a plan to improve performance.

This paper will enable and promote more companies to start thinking outside of the box, so that they better, faster and more cost effective implement solutions in order to improve performance.

## **Successful Transformation Work**

The key to a successful transformation work is to get the parts to fit into the whole and to get the whole to fit with the parts, thus the whole needs to be greater than the sum of its parts.

In other words, improving performance becomes a more holistic approach to both organisational development, leadership and personal developments.

We have listed some of the outcomes that you can expect when you learn how to improve performance.

## **Transformation Process Success Factors**

- ◆ Faster developments.
- ◆ Rapid implementation of solutions.
- ◆ Improved working condition for co-workers due to better understanding and the WHOLE.
- ◆ Improved customer delivery and service.
- ◆ Improved shareholder and employee value because increased business focus creates better value.
- ◆ Improved leadership skills.
- ◆ Easier to fulfil goals and strategy for yourself, the employees, the company and your community.

## Successful Transformation Work

Here are some expected outcomes from different processes:

- ◆ Sales Process
- ◆ Order Handling
- ◆ Production
- ◆ Product Development

See this tables as a source for inspiration and also what you can target as goals for your own business.

### Sales Process:

Value Creation Area	Customer Benefits
<b>Sales process</b>	More proposals released due to shorter through-put time
	Better proposal, as they include more customer needs
	Can release proposals later, collecting more information, better for collecting that information
	Deeper market penetration due to more time to analyse and maybe consider
	More creative and effective in exploring new possibilities
	Better understanding in what customers really want

## Order Handling:

Value Creation Area	Customer Benefits
<b>Order Handling</b>	Better quality and more precise information
	Increased delivery accuracy
	Increased flexibility in planning and execution of orders
	More time to communicate with customers
	Higher availability for key people
	More professional maners

## Production:

Value Creation Area	Customer Benefits
<b>Production</b>	Better quality and more precise information
	Increased delivery accuracy
	Shorter through-put time
	Higher flexibility and availability with special orders
	Higher availability for key people

## Product Development:

Value Creation Area	Customer Benefits
<b>Product Development</b>	Creating lead time when introducing new products
	Faster response time to customer need compared to competitors
	Shorter through-put time
	Create innovative image and create a successful brand
	Focused and swift product development creating the right mix to meet customers needs

## Successful Personal Development Work

Here are some expected outcomes from different processes:

- ◆ Coaching Process
- ◆ Mentoring Process
- ◆ High Performance Teams

### Coaching

Value Creation Area	Customer Benefits
<b>During</b>	Goal setting that works
	Becoming more self-reliant
	Gaining more job and life satisfaction
<b>After</b>	Take greater responsibility and accountability for actions and commitments
	Contribute more effectively to the team and the organisation
	Work more easily and productively with others (boss, direct reports, peers)
	Communicate more effectively

## Mentoring

Value Creation Area	Customer Benefits
<b>During</b>	Improved skills in active listening
	Improved ability to set and follow through on goals
<b>After</b>	The Ability to build effective personal and professional relationships
	Set goals for personal growth and learning
	Improved understanding how to receive and respond to feedback



## High Performance Teams

These are the prerequisites for establishing a working team:

- Commitment to Team Thinking and Process
- Cross-functional competence development
- Multi-skill and multi-disciplinary tasks
- Continuous and open process
- Time allowed for team building

Value Creation Area	Customer Benefits
<b>During</b>	Telling “fishing” stories
	Increased individual motivation for the group tasks
	Making the group independent of its leader
<b>After</b>	Increased Team Thinking
	Ease of Expressing positive and negative feelings
	Each group member is treated as a responsible individual
	Everybody’s competence and capability are taken into consideration
	The energy and effectiveness of the group are focused on the task

**Growise Purpose:**

At Growise, we provide business coaching & training for improving performance so you can magnify your results.

Growing a business without burning yourself out is a sustainable solution. It must be engineered. Use bespoke methods and tools and magnify your results.

Are you struggling with growth, want to serve more customers, innovate new products and at the same time enjoy a richer personal life?

We are here to enable you to find your unique path to magnify your results.

The main reasons for using our services are:

- Our primary distinction from the others is that we focus on improving performance so you can magnify your results.
- We are practitioners in the real world of business;. our work is founded on sound theory, but we are not academics/theorists.
- Our goal is not to make you feel good about yourself as motivational speakers do.
- Our goal is not merely to stimulate you intellectually or get you using a catchy phrase like the authors of whatever business book is popular at a given time.
- Our goal is to give you insights so you can find best solution for your business.
- Our goal is to provide a learning environment so you can learn how to magnify your results.

- Our goal is to partner with you to improve the impact and results of your business.
- It is today more important than ever before that we stand up and move forward to improve performance.

We have over 60 plus years of combined experience from different platforms in delivering values to customers in more than 20 different countries.

### **What to do next?**

Remember that it's in your moments of decision that your destiny is shaped. Don't wait. Make a decision and move forward, NOW.

When you invest in yourselves you will also experience that you create a better life for your loved ones.

***"The secret of getting ahead is getting started."***  
**Mark Twain**

The world needs more bold leaders. Our bespoke methods and tools will enable you to reach your goals more quickly and precisely and experience a richer and more prosperous life.

Sign up for a course, sign up for coaching sessions or pick a mentor and unlock your hidden potentials. Your time is NOW.

Here are some links:

Business Coaching Program: [Click Here](#)

Book a start-up session: [Click Here](#)

Looking forward to meeting you! Göran, Coach and Trainer.