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Leading for growth

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Value creation

- Strategic clarity
- Profitable growth
- Earnings quality
- Equity story



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Transformational leadership

Strategy development

- Growth engines
- Compelling propositions
- Capability gaps

Strategy execution

- Key initiatives and risks
- Financial/funding models
- Organisational strategy



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Why do most strategies fail?

- Lack of leadership quality
- Ambition not matched by capability
- Priority actions not planned in detail
- Key business processes missing



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Transformational leadership

Old style

- Profit is the primary goal
- Management control
- Hierarchy
- Communication
- Measure to judge results
- What's wrong?

New style

- Primary goal customer satisfaction
- Inspirational leadership
- Networks
- Engagement
- Measure to enhance performance
- What's missing?



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Management effectiveness

- Process control v Training
- Zero based diagnostics v KPIs
- Budgets v Targets
- Recruitment and retention



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The size of the prize

- Winning positions
- Strategic partnerships
- Strength in depth
- Sustainable value



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Time for questions

What's your growth strategy?

Oakwood are unique in providing a trilogy of services:



Advice

- Transition execution projects
- Strategy development workshops



Funding

- Equity story development
- Investor network introductions



Support

- Marketing initiatives
- Financial reporting & insights