



Measuring

Identifying the best performance measures
to guide your business

Success

Mando™ can help everyone work smarter, set the right priorities and make the best decisions to improve business performance and value.

Identify Success Factors for Business Growth

Many companies centralize when it comes to planning strategy and setting vision, but decentralize when it comes to operative responsibilities—people must think about, plan for, execute and evaluate activities for their own divisions, units, departments or teams.

In one day Mando™ can help everyone understand that your organization consists of different types of businesses that all work together toward a common goal, but have different challenges and characteristics—they have different business logics.

The participants will discover for themselves the need to have specific strategic goals in any area, and understand how their actions support key strategies.

During Mando, participants work with a case company that has many different business units, and they are challenged to increase productivity for one of them. Along the way, they are introduced to a model for identifying the most appropriate performance measures, identifying specific actions to take (“what gets measured gets done”) and monitoring the results. The knowledge gained from working with the case company is then applied to their own organization.

Mando helps people decide on the performance measures that are most relevant for them

Mando enables people to:

- Determine the critical success factors for their area of the business; their business logic
- Choose relevant performance measures
- Prioritize the most effective actions
- Use performance measures as lead indicators for continuous improvements over time



Learning That Leads to Results

Mando helps people identify and implement the performance measures that best reflect the true success factors for their business or business unit. It provides a unique, hands-on opportunity to evaluate the performance measures they have selected and develop an understanding of how to use them in the course of building the business: setting and evaluating goals, assessing specific actions and gauging feedback from management, customers and stakeholders.

Mando is especially effective for large organizations with many different business units, each with its own specific success factors

Discover for Yourself

Help everyone understand the critical success factors of your business, and begin your journey to “continuous improvement” today!
Call your Celemi consultant you for a demonstration or more information.



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