

VALUES VISION MISSION

An organization's larger purpose beyond making a profit. Protects against:

- ► Lackluster performance
- ▶ Squandered resources, assets and investments
- ► Unclear goals and direction
- ► Short-term, operationally-focused decision i
- ► Uninspired workforce
- ► Loss of sales to competitors' more compelling story
- ► Loss of candidates and employees to other
- ► Meaningless, trivial work
- ► Sudden, unintentional changes in direction
- ► Competing, vague and constantly-shifting
- ▶ Disengagement

DELTA-V STRATEGIES Change the course of your business. A bold, ambitious goal that supports your mission. Protects against:

- ▶ Personal agendas
- ▶ Departmental and silo mentality
- ▶ Squandered resources, assets and investments
- ► Short-term thinking
- ► Competing, vague and constantly shifting priorities
- ▶ Distrust, skepticism and frustration with leadership
- ► Lackluster performance
- ▶ Unclear and changing goals
- ▶ No progress toward goals and objectives
- ▶ Under-developed, unchallenged workforce
- ► Lack of results
- ▶ Uninspired workforce
- ▶ Inappropriate risk taking
- ▶ Disengagement

Values set expectations for behavior and proclaim what we, as an organization, represent. Protects against:

- Unempowered workforce
- ► Questionable, unethical and illegal behavior
- ► "The ends justify the means" thinking
- ► Toxic culture
- ► Frequent hiring mistakes
- ► Temptation of short-term results
- ► Arbitrary, unsound decision making
- ► Inconsistent treatment of people
- ► Unacceptable behavior
- ► Insecure, uncertain workforce
- ► Slow and bureaucratic decision making (red tape)
- Vague and/or shifting priorities
- ► Micromanaging
- ► Inappropriate decision-making criteria
- ► Inconsistent decision-making criteria