



Leadership Alignment on Exponential Trends

Background

This leading global manufacturer had been successful for decades, but exponential technologies and business trends threaten to disrupt the organization in the years ahead.

Problems to Solve

A senior, visionary executive was looking to:

- Increase executive and senior leadership awareness of the exponential technology, business trends and startups impacting the organization in the next 3-5 years
 - Include a focus on Chinese influences, given the disruption coming from that market
- Prompt leadership to more aggressively develop organizational responses to these trends, to expand and speed up innovative idea development
- Secure Board approval to support disruptive ideas on the edge of the organization

Solution

In response, ExOxo designed a brief program featuring:

- Half-day working session with Digital executives at company offsite
 - Highlight technologies that will impact the company and customers
 - Review startups (China and Silicon Valley based) and new competitors focused on the company's customers
 - Discuss how ExO attributes are being utilized by competitors
 - Workshop to identify which attributes and technologies will drive the most company / customer impact and identify responses
 - Review / discuss an ExO framework to drive more disruptive ideas on the edge of the organization
- Half-day working session with senior leaders at company offsite
 - Review case studies of processes to support disruptive / exponential ideas from existing competitors and adjacent industries
 - Overview of Exponential Organization (ExO) approach and attributes
 - Specific focus on inputs, processes and efforts to embed disruptive thinking and action

Results

This program surpassed expectations by the client, with the following results:

- ExOxo continues to develop strategic responses to a changing environment working with the company's senior leaders / executives

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- We are actively brokering strategic introductions to key leaders in the Chinese market
- Participant ratings for both sessions exceeded expectations

Contact

To learn more about this, and other client engagements, please contact the following:

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