Driving alignment for enterprise execution...

Client need

To align leaders with the new company strategy and cultural principles, a leading American chemical manufacturer partnered with BTS to co-create a simulation-based experience to help leaders develop an enterprise view, gain clarity on financial objectives, and practice communicating and cascading enterprise priorities to their teams.

The solution...

BTS designed a 3-day offsite, including a customized simulation intended to:

- Drive alignment to new enterprise strategy priorities
- Foster cross-geography collaboration, promoting ownership and a growth-focused mindset
- Help leaders understand how their division and teams play into the company's vision and top priorities

Results

215 unique actions

of which 54% are complete or on-track

Results reported include...

3 - 10%

in price increases on select products, improving gross margin

$500K

of synergies in cost reductions, due to leveraging best practices across teams

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