# Driving Strategic Cohesion™



Gain one of the biggest competitive advantages –

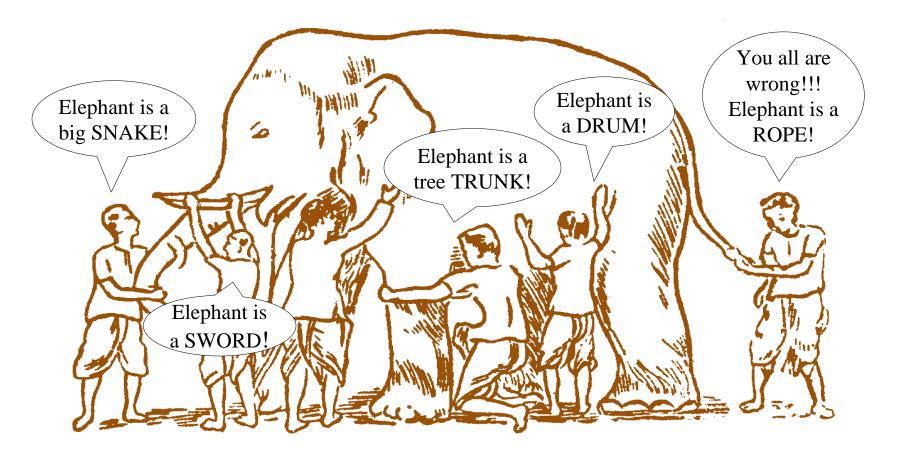
# Become a Cohesive Company TM



RAVI KATHURIA

# **Different Interpretations Lead to Dysfunction**

Indian fable about the "Six Blind Men." Each man is confident about his interpretation, and yet completely off in seeing the big picture.







# **Internal Dysfunction**

Even the most successful and well-established companies have faced internal dysfunction challenges.



# Internal dysfunction is an organization's most serious challenge.

Internal dysfunction can decimate an organization's effectiveness and productivity.

It weakens execution.



# **Client-Supplier Integration**









# Successful companies have two common traits...

Business is a marathon, not a sprint.

No organization can achieve sustained success without —

# **CLARITY AND COHESION**

What does clarity mean to you?

What does cohesion mean to you?

# Successful companies have two common traits

These companies have thrived because of their crystal-clear business model and their unwavering/non-negotiable commitment to it.













# CHOW CHESIVE SINGUIST COMPANY?



# COHEGIC METHOD<sup>TM</sup>

Spirit Spirit

Who are we?
Why do we
exist? What is
our business
model, our
DNA? How will
we conduct
ourselves?

Direction

Where are we going, why, how, & how fast?

Direction

Vision Goals

Strategies

Engine

What infrastructure, capabilities, and mindset do we need to execute our strategy?

Transformation

Performance Plans

Prformance Plans
Measurement
Follow-through

Strategic Cohesion

Spirit
Mission
Core Philosophies
Values

Engine Work Processes

Organization Design

Culture

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Execution

How well are we getting it done? Do we have a repeatable rhythm? 5

Strategic Cohesion

How well are our spirit, direction, engine, & execution aligned?

Continuous Transformation

How well are we improving our direction, engine, & execution in each cycle?



# Cohesive Company TM

A company that coherently and continuously transforms its direction, engine and execution, while staying true to its spirit.

Top-notch business performance is impossible until you – cohesively align mission, vision, goals, strategy, execution & culture

#### Until the next board meeting

— may be all the time CEO Trent Wertheimer has to save his job. To succeed, you need business and personal transformation, a dual struggle for Trent.

In the backdrop of an intense and realistic story about office politics, management conflicts, team dysfunction and leadership challenges, this book presents a proven and succinct business management method to take your company to the next level.

Top-notch business performance is impossible until you cohesively align mission, vision, goals, strategy, execution and culture. Gain one of your biggest competitive advantages become a cohesive company.

Ravi Kathuria is a recognized

thought leader.
Founder of Cohegic
Corporation, a
management
consulting firm,
Kathuria is a
vivacious
speaker.

"The word 'cohesion' is extraordinarily powerful. Leaders must understand its full implications..."

JOHN HOFMEISTER FORMER PRESIDENT SHELL OIL

"An easy read with a compelling message."

LARRY KELLNER FORMER CHAIRMAN & CEO CONTINENTAL AIRLINES

"...invaluable tools for integrating strategy development with implementation..."

DR. HARBIR SINGH PROFESSOR OF MGMT. THE WHARTON SCHOOL

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\$29.75 USA \$36.95 CANADA

