

Focus workshop

Business Consulting



Empower yourself with a transformative workshop

Key advantages

- Jumpstart more effective performance by management teams, partners and other key players.
- Prioritize goals and sharpen focus
- Improve insight, creative and access to knowledge bases during periods of internal and external change
- Set the right strategy for special goals and align key players behind it
- Develop a business plan that achieves your goals
- Identify opportunities based on your business value change
- Turn a negative spiral around
- Determine the risk on your business of actions you're considering

The issue is not lack of knowledge. It's focus!

Surprisingly, in many important business situations, a common perception is there is a lack of knowledge of the subject area. Rarely is the process for focussing available knowledge considered.

However, in business situations where there are uncertainties about markets, business plans, strategies, ongoing operations, ongoing partnerships, projects and so on, often 95% of the problems and hurdles are already known within the organisation. And definitely where the applicable knowledge of it can be found.

But – and this is a big but – normally the process of acquiring the insights and capabilities to the point where we can take efficient action is not immediately available. Like any other subject domain, this requires dedicated expertise. And the inability to use it makes companies and organizations lose efficiency, energy and costs. Often wrong decisions are made or, worse, no decisions are made at critical moments. Consequently, employees and partners are not empowered.

From fog to clarity: results-oriented workshops

Logica offers a simple hands-on and very effective workshop method to ensure management teams, partners, programs, units and so on perform effectively in complex situations. The workshop method is a powerful process for achieving effective results.

Logica's most senior management consultants are the workshop facilitators. The result is the development of a direction or prioritisation that gets everyone involved and sharpens focus, delivers insights and builds knowledge within the organisation and for its people. It takes you from the fog to clarity.

Following are examples in which the Logica workshop method has been successfully applied. Also, the complementary methods used in each case are introduced.

Do you need scenario planning? To develop a white field analysis of possible future scenarios, it must be based on far-reaching predictions and on well-founded assumptions. To reach conclusions the workshop establishes baselines, a common language and indicators against targets.

Need to build required business understanding and insight? When changes take place in the market or within the company through reorganisations, mergers or acquisitions, people need to improve their business understanding and insight. Our workshop achieves this task effectively. An example of a workshop result is arriving at a common identification of a desired position in a new market landscape, understanding the players and their drive and the role we want to (and can) play.

Need to set working strategies? When you know the position you want and where you are today, it's much easier to define your strategy, which dictates how you get to that position. But there are many ways to achieve your goals. The workshop helps you to select the most suitable strategy and get everyone behind it.

Develop the right business plan! Based on the foundation of Business Process Management, the workshop takes you from vision & mission, based on your present situation and desired position, through strategies to hands-on actions.

Develop your business or business partnership values Do you need to develop your business or partnership values? Then take a look at your value chain! The workshop identifies business opportunities based on an understanding of your business value chain.

Facing some hurdles? You need to prioritize and set directions. How do you get good acceleration from the starting block? The workshop focuses on exposing the obstacles, some of which are apparent. From experience, we know that not all obstacles are visible due to either negligence or purposely. And a program that starts wrong rarely ends well. In this workshop, these hurdles are exposed and dealt with, and priorities clarified.

Do you understand the values – and priorities – in your operations? By examining the values of your business processes the workshop enables you to prioritize correctly. The workshop uses the Logica Business Process Management framework.

Are there constraints between purchaser and supplier? Invest in a workshop that can regain a win-win relationship between you and your counterpart. The workshop fleshes out problems such as constraints in communications, resource limitations and governance issues. It also set objectives and establishes ways to work together.

In ongoing projects, need to turn a negative spiral around? Behind the blame game, what are the real reasons for the problems? This workshop helps to align stakeholders' objectives and your execution. The result is an agreed set of actions that puts the project back on a positive track.

What if? Do the risk analysis. What are the risks if certain actions are taken? Or not taken? The workshop provides insights and qualifies risks and their consequences. The result? Clearly define actions that need to be taken immediately to decrease risk. The workshop uses either Logica PRM method or the internationally acknowledged Lichtenberg method.

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