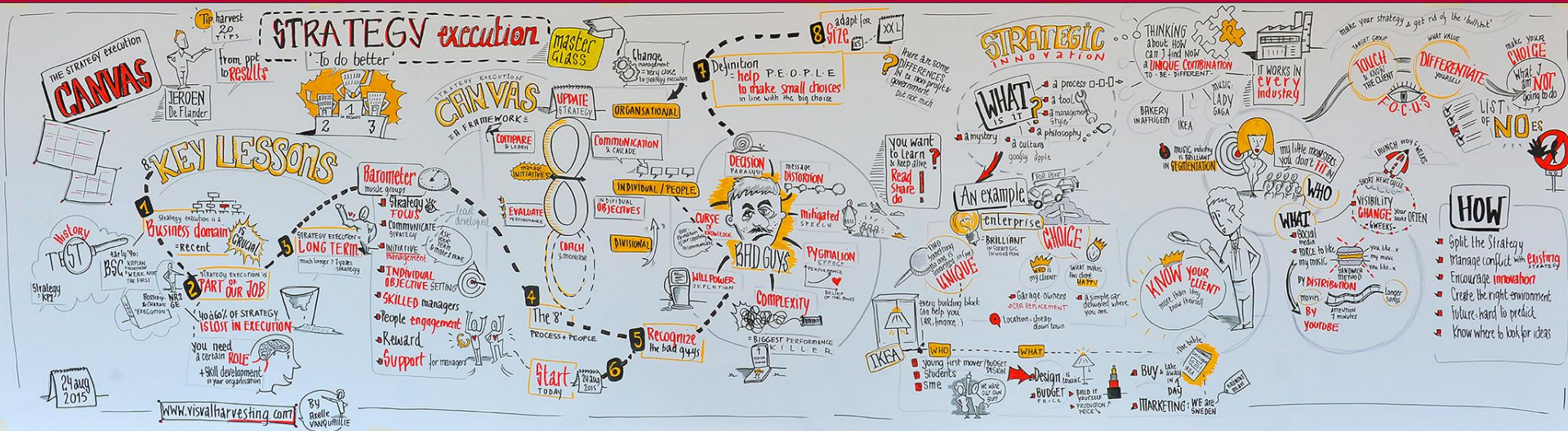


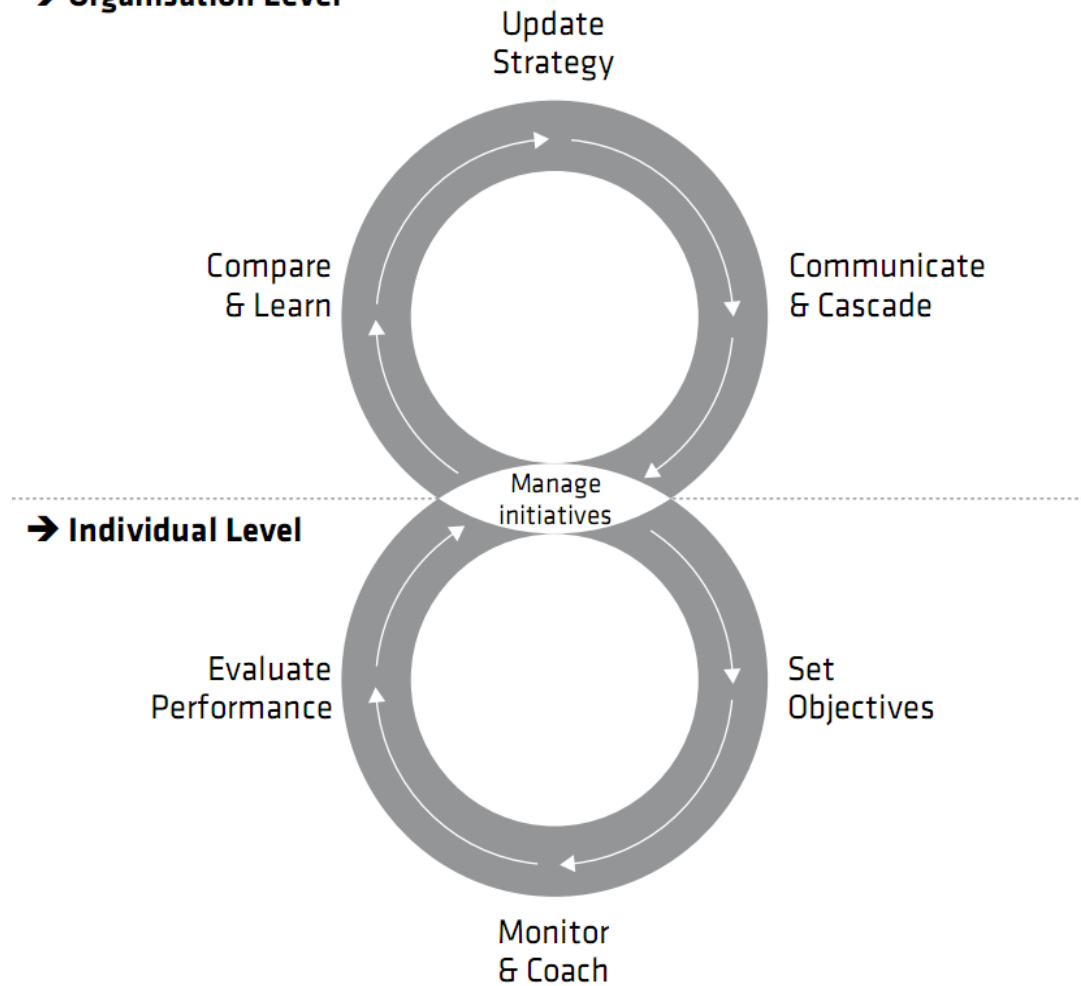
Templates

The Strategy Execution Canvas



The '8'

→ Organisation Level



The Strategy Execution Canvas

 TEAM



TEST YOUR STRATEGY

LIST OF 5 NOES

- 1
- 2
- 3
- 4
- 5



COMMUNICATE YOUR STRATEGY

HEART

HEAD

HANDS



CASCADE YOUR STRATEGY

FINANCIAL

CUSTOMER

INTERNAL

LEARNING & GROWTH



STRATEGY PROGRESS

FINISH LINE

LEAD INDICATOR



MUST WIN PROJECTS

1

2

3



AWESOME HABITS

+

1

2

3

-

1

2

3

BAD GUY #1:

THREAT LEVEL: 1 2 3 4 5 6 7 8 9 10

COMBAT PLAN

BAD GUY #2:

THREAT LEVEL: 1 2 3 4 5 6 7 8 9 10

COMBAT PLAN

BAD GUY #3:

THREAT LEVEL: 1 2 3 4 5 6 7 8 9 10

COMBAT PLAN

Write down your answer

Company Strategy

WHO	WHAT
.....	
.....	
.....	
.....	
.....	
.....	
.....	

Canvas Exercise #1 “List of Noes”



WHO Clients you are not going to target?

WHAT Value you are not going to offer?

1.
2.
3.
4.
5.

Canvas Exercise #2 “H³ Communicator”



How to improve your strategy communication?

Heart

.....

Head

.....

Hands

.....

Canvas Exercise #3 “The Balanced Scorecard”



Write down your team objectives:

F	☐ ☐
C	☐ ☐
IP	☐ ☐
L&G	☐ ☐

Canvas Exercise #4 “Finish Line & Sign Posts”



Summarize your strategy in a motivating finish line:

Finish Line:
.....
.....

Identify your lead indicators:

1.
2.
3.

Canvas Exercise #5 “Project on 1 Page”



Select 3 projects and detail:

1. Project Background
2. Problem Statement
3. Objectives
4. Deliverables
5. Core members
6. Assumptions / constraints
7. Issues / risks

Canvas Exercise #6 “+2/-2 Habits”



Identify new habits & old ones that need to go

+

1.

2.

-

1.

2.

The Strategy Execution Canvas

👤 INDIVIDUAL

🔍 SET INDIVIDUAL OBJECTIVES, MONITOR & COACH, EVALUATE PERFORMANCE

OBJECTIVES

- 1
- 2
- 3

MONITOR & EVALUATE

🔄 HABITS LEVER

HABITS

- +
- 1
- +
- 2
-
- 1
-
- 2

IMPLEMENTATION INTENTION

BAD GUY #1:

THREAT LEVEL: 1 2 3 4 5 6 7 8 9 10

COMBAT PLAN

BAD GUY #2:

THREAT LEVEL: 1 2 3 4 5 6 7 8 9 10

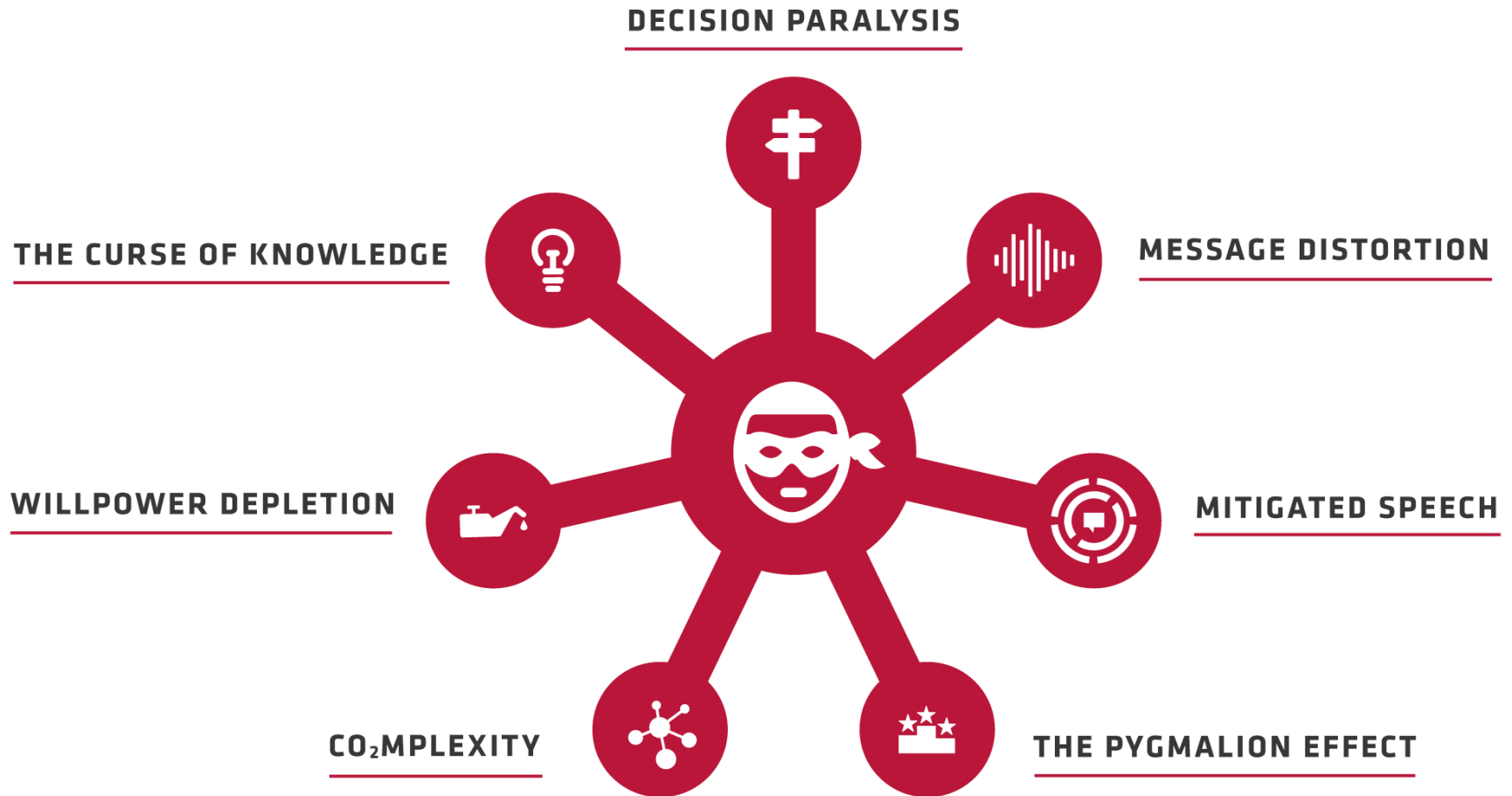
COMBAT PLAN

BAD GUY #3:

THREAT LEVEL: 1 2 3 4 5 6 7 8 9 10

COMBAT PLAN

The Bad Guys





Bad Guy Message Distortion



AS IS

.....
.....
.....
Current Threat Level 0 1 2 3 4 5 6 7 8 9 10

Combat
Plan

.....
.....
.....
.....



Bad Guy The Curse of Knowledge



AS IS

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.....
Current Threat Level 0 1 2 3 4 5 6 7 8 9 10

Combat
Plan

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Bad Guy Decision Paralysis



AS IS

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Current Threat Level 0 1 2 3 4 5 6 7 8 9 10

Combat
Plan

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Bad Guy Complexity

AS IS

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.....
Current Threat Level 0 1 2 3 4 5 6 7 8 9 10

Combat
Plan

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.....
.....



Bad Guy Willpower Depletion

AS IS

Current Threat Level

0 1 2 3 4 5 6 7 8 9 10

Combat
Plan



Bad Guy The Pygmalion Effect

AS IS

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.....
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Current Threat Level 0 1 2 3 4 5 6 7 8 9 10

Combat
Plan

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.....
.....



Bad Guy Mitigated Speech



AS IS

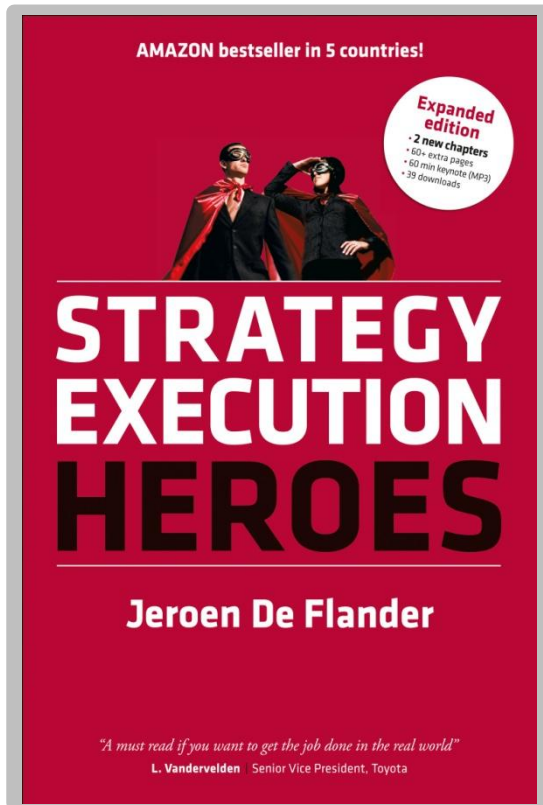
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.....
Current Threat Level 0 1 2 3 4 5 6 7 8 9 10

Combat
Plan

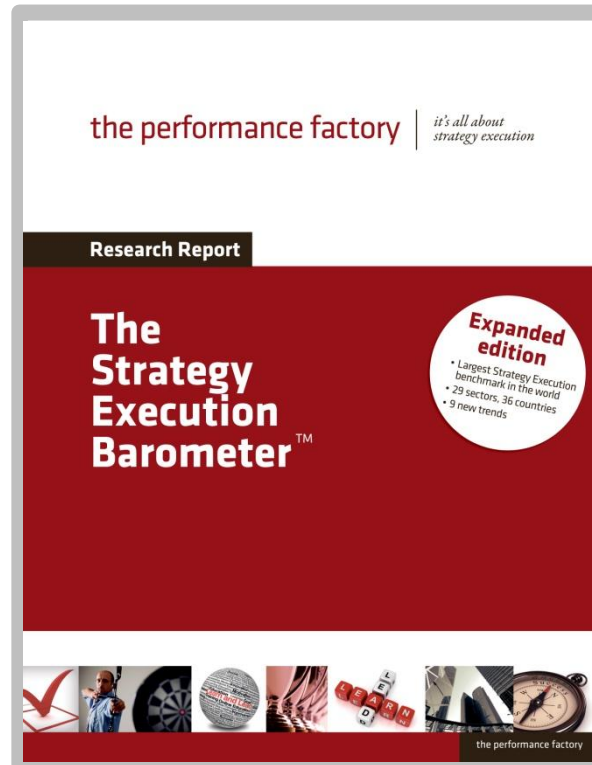
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The execution challenge – our contribution

300+ Useful
Implementation Tips



Actionable, Up-to-date
Benchmark Information



Beat the 7
Execution Villains

