

Human Success Factor within management strategies

How to align management goals and people acting.

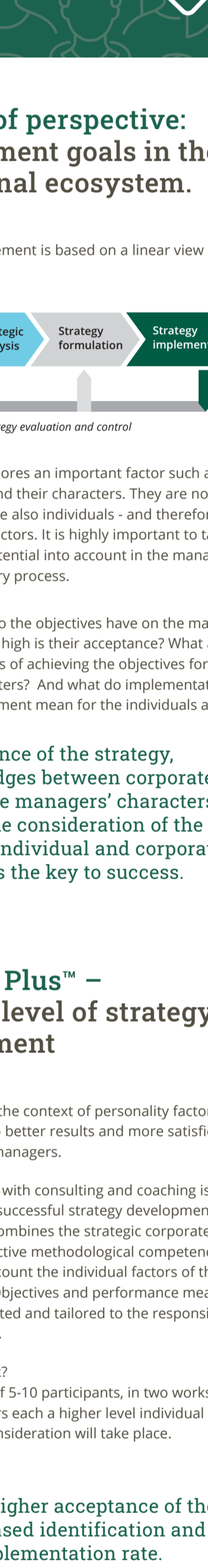


Management strategies in focus

There are enough good management strategies and challenging goals. A surprising fact, however, is that many goals are not achieved, not fully achieved or only achieved with massive delays.

Besides, there are often tensions between and with the persons acting – more precisely, the trained managers who have undergone special trainings and workshops. Why? Which factors are necessary for success or must be thought of and taken into account?

Time for a change of perspective ...



Change of perspective: management goals in the operational ecosystem.

Strategic management is based on a linear view and linear action:



However, this ignores an important factor such as persons acting and their characters. They are not only managers, but are also individuals - and therefore crucial success factors. It is highly important to take their role and potential into account in the management and advisory process.

What influence do the objectives have on the managers acting? How high is their acceptance? What are the consequences of achieving the objectives for the individual characters? And what do implementation and goal achievement mean for the individuals acting?

The acceptance of the strategy, building bridges between corporate goals and the managers' characters as well as the consideration of the impact on the individual and corporate ecosystem is the key to success.

Strategy Plus™ – the next level of strategy development

Strategy work in the context of personality factors regularly leads to better results and more satisfied employees and managers.

The combination with consulting and coaching is the next level of successful strategy development. **Strategy Plus™** combines the strategic corporate goals with interactive methodological competence by taking into account the individual factors of the persons acting. Objectives and performance measurement are adjusted and tailored to the responsible managers' needs.

How does it work?

In small groups of 5-10 participants, in two workshops of approx. 4 hours each a higher level individual and more realistic consideration will take place.

As a result:
noticeably higher acceptance of the goals, increased identification and a higher implementation rate.



Strategy Plus™ – by Dr. Hansjörg Schößer

Dr. Hansjörg Schößer knows what he is talking about. As a man of practice, he has held various management positions in globally successful MedTech companies for more than 20 years, including more than 15 years as CEO, managing director and corporate director.

In this context, he is constantly involved with a wide variety of corporate strategies, the implementation and the associated change management. As a **licensed NLP business coach and NLP trainer**, he always takes a closer look at the people involved and their influence on the company – and vice versa. Being a manager in internationally oriented companies, he is familiar with international practices. In addition to his current position as CEO, he is active as a consultant and business coach for custom-made management strategy solutions.

On the right path.

No clever advice, no miraculous tips and no supposedly tried and tested business theories. Why?

Quite simply: because it's about you. And about your personal decision-making systems. Today, business management is more complex than ever - and the same applies to decisions. As an insider and expert, you usually know best what is right - you just have to get it out, trust yourself and listen to it. I walk this path with you. Translated and in the literal sense.

Make an appointment now!

Simply by email or online.

Dr. Hansjörg Schößer, MBA

hansjoerg.schoesser@entscheidewege.com

Germany · Leopoldstrasse 244 · 80807 München

Mobil +49 1525 3214223

Austria · Luise-Fankhauser-Straße 15h · 6330 Kufstein

Mobil +43 6818 4023884

