

# Leading Performance Consulting

## Overview

Around the world the journey to success is increased by leadership and integrated business solutions. Leading Performance Consulting has been actively involved in business improvement, strategy, leadership, value creation, lean and operational excellence for more than 15 years and has both local and international experience. Its approach is holistic and systemic as it focuses on strategies that deliver on customer needs.

The company applies operational excellence philosophies to improve business performance, eliminate waste, grow new markets, sustain continuous improvement and employee engagement. We recognise that it is not just about elimination of waste but the creation of value through increased focus on customer needs speed and innovation.

**Our consultants have broad business experience so can adapt to meet client requirements that deliver sustainable business results.**

### Strategy

To sustain success organisations need a clear business model and strategy. We facilitate strategic thinking and excellence. A sound strategy needs executional excellence to win. We help organisations with this process. †Regular strategy reviews consider the changing market and customer needs and the people, systems and processes that support that delivery process. Not only does the company need to understand the customer needs but also how capable the company is to deliver on this strategy and what actions need to be taken to execute the strategy successfully. It also needs to align its operating model within its strategy. In today's world innovation is crucial. Experience curves have shortened and product innovation is being commoditised quickly so renewal is crucial.

In an ever-complex world we help organisations identify current and future potential to deliver on the strategy.

### Towards Excellence

Think different - identifying opportunities is the focus of growth and transformation. A strategic framework for continuous improvement of the management system and management best practice. Growth is not an accident and too many companies fail to realise their full potential. It is strategy quickly translated to execution that benefits your work. We have done a great deal of in field research

and identified those factors that inhibit organisation growth and continuous business improvement. These limiting factors occur in both large and small organisations and this programme helps organisations address these constraints.

Our strategic framework uses practices that help people to address the opportunities that arise. It is a vital tool in making sure the organisation keeps improving its approach and delivering value to the customer.



### Leadership and Culture

We coach and mentor leaders to lead and manage change building a successful team focused on playing to win. Research indicates leadership that is both capable and competent achieves significantly higher performance.

We have strategies to identify both. We have extensive experience in leadership development and culture surveys to help organisations build capability and the right leadership skills for ongoing success. We are able to provide 360° feedback and

culture surveys to build effective organisational capability. Our Global Leadership Profile experience within this area has been applied in both small and large organisations with significant success and sustainable improvements. Increasingly its application is used to identify leaders who can make sense in this global and disruptive environment.

Organisations are being challenged to be both lean and innovative. Today cost, quality and delivery are the norm, innovation is critical - the ambidextrous organisation. Through Towards Excellence we develop the Value Champions - organisations and leaders who manage both innovation and lean.

This keeps the management system agile and sustains the process. Our leadership and culture methodologies help build leadership and organisational capability.

### Global Leadership Profile - Action Logics



### Lean / Continuous Improvement

Lean is essential in today's global world to provide cost competitiveness. The core idea is to maximise customer value while minimising waste. A lean organisation understands customer's value and focuses on the key processes across the supply chain in order to increase this value.

The ultimate goal is to eliminate all waste. Eliminating waste along the entire value stream, instead of isolated points creates products and services quicker, cheaper and faster.

Companies are more agile and responsive to new and emerging customer needs. In today's world new digital technologies are enabling lean and creating new business models. We have adapted our capability to assist companies to manage these digital technologies and focus on continuous improvement - Lean 2.0.

Sustaining lean requires a culture of continuous improvement through employee engagement. We can help build a sustainable approach.

We support this with Competitive Manufacturing a unit standard based system.

### Global Leadership Profile

In an ever complex world leaders need to make meaning of emerging trends, they need to engage with people and gain different perspectives and make decisions. The challenge is to make the most appropriate decisions but we are hampered by our own decision-making logic. This is often unconscious and therefore we are unaware of its impact. The Global Leadership Profile identifies your current Action Logic emergent and fall-back perspectives that guide action and influence results.

- Become conscious of and shift habits that are limiting effectiveness.
- Exercise personal influence with greater flexibility and mutuality to generate personal and organisational transformation.
- Develop collaborative practices to increase strategic and transformational effectiveness and continuous improvement practices.
- Build capacity and capability to lead from the inside out, confidently responding to the environmental challenges we confront.

### 20 Keys to Workplace Improvement

The 20 Keys approach offers a way to look at the health of your operations and to systematically upgrade them, level by level, through 20 different but interrelated aspects.

The aim is to improve incrementally and simultaneously in all areas that support a world class operation rather than to improve fast in a single area. This program defines excellence in 20 key areas related to quality, delivery and cost. Lean is a valuable tool for creating the total groundwork for a competitive breakthrough.

20 Keys is not just about short term improvement projects, it is about an organisation wide cultural change and long term focus on the philosophy surrounding customer service, value creation, teamwork, communications and the continual elimination of waste.

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