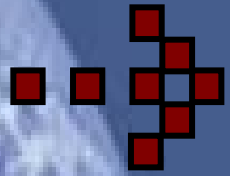


International Institute of Management

Executive Education Seminar

Mr. Med Yones

IIM Open Courseware Project



Здравствуйते

こんにちは

سلام

Howdy

你好

नमस्ते

Ciao

Hola

您好



여보세요

Hallo

Guten Tag

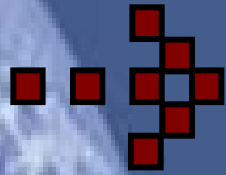
مرحباً

וּלְהָ!

Salut

Obrigado

Xin chào



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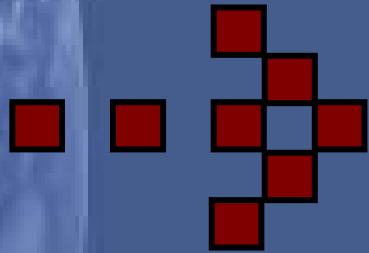
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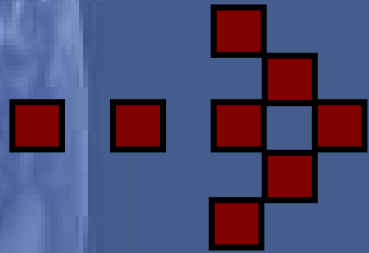
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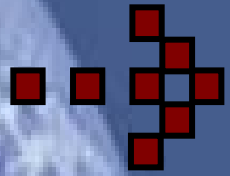


Strategy



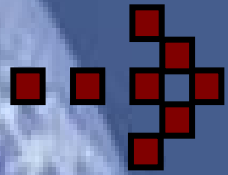
CEO Strategy Questions

Med Yones



For the next 30 minutes,
lets forget about complex management models
and strategy buzzwords!

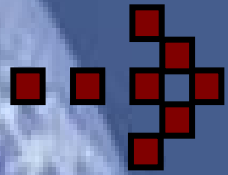
We'll explore a shortlist of simple and effective
CEO management questions



Top 6 CEO Strategy Questions

The top 6 questions every board must ask its CEO

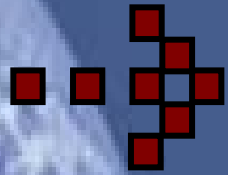
1. Are we in the right business/market segment?
How do we know?
2. What are the growth areas to invest in & loss areas to divesture?
3. What are our performance targets? How do you plan to achieve this those targets?
4. What are our SWOTs compared to our competitors?
5. What are we doing to address each one of them?
6. What are the key risks and how do you manage them?



Top 12 CXO Strategy Questions

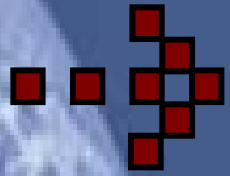
Top 12 question every CEO must ask his CXO team

1. Do we have a big growth idea?
2. Do we have the right growth engine (business model & infrastructure)?
3. Does your operation efficiently and effectively support our performance targets? How?
4. Which vendors, partners, clients and employees are delivering the real value? How do I get more out of the rest?
5. How can we build a sustainable competitive advantage through your function?
Strategy/initiatives/programs/projects!



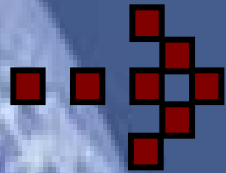
Top 12 CXO Strategy Questions

6. What are the key performance targets for your function?
7. Do you have the appropriate resources (budget, tools, process and people) in place to meet those target?
8. How can we improve governance, control and reporting functions?
9. What are the key risks in your function and how do you manage them?
10. Do we really need to invest in this initiative/project? What is the ROI? What is the cost of lost opportunity?



Top 12 CXO Strategy Questions

11. Are all our resource (people, process and tools) are properly aligned and connected?
12. How do we communicate our plans to better create awareness and win support?



Спасибо

Gracias

Grazie

متشكراً

ありがとう
ございます

धन्यवाद

See You Next Time!

Merci

Danke

**For More Information
You Can Visit**

谢谢

너를 감사하십시오

www.iim-usa.org

Howdy

Thank you

謝謝
شكراً

אנא בדוק האם המלה

Cảm ơn