

managing in reality 2016

final colloquium

Your piece of work – due back Friday 6th January 2017

- In our sessions we have looked at:
 - Building an organisation
 - Finding people for an organisation
 - How to interlock with a customer and a look at client satisfaction
 - How to hire motivate and coach employees when you have found them
- Your challenge is as follows:

Your company, is suffering – your customers are moving away, you don t know why.

Your company has lost direction – it has no clear vision for the future. Your employees are starting to think about leaving, in-fact a number have already left – you need to find replacements.

- 1. Prepare a plan that you will take to rescue your company and return to growth**
- 2. Prepare a presentation – of three slides maximum that explains you plan**
- 3. Send this back to be directly at david.m.moore@cz.ibm.com by Friday 6th January**