



**HOW DO WE FIND MORE SUCCESS IN THE  
WORK THAT WE DO GIVEN THE  
CHALLENGES WE FACE?**

**ELITE + EXECUTION + EVERYDAY**

1

# CHALLENGES OF THE 4<sup>TH</sup> INDUSTRIAL REVOLUTION

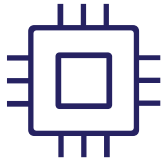




**How about more  
of this at work  
given the current  
environment?**



# WHAT IS THE 4<sup>TH</sup> INDUSTRIAL REVOLUTION?



The 4th Industrial Revolution is sometimes also called the “Age of Urgency” or the “Speed of Digital”

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At the heart of it is IoT – the Internet of Things and is generally based on the combining of Artificial Intelligence and Information Technology

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**By 2020 we can expect –**

- 4 Billion Connected People
- \$4 Trillion of Revenue Opportunity
- 25+ Million Apps
- 25+ Billion Embedded and Intelligent Systems
- 50 Trillion GBs of Data

# CHALLENGES GIVE RISE TO QUESTIONS



**The 4th Industrial Revolution contributes to a challenging environment that gives rise to these kinds of questions:**

- **How can we break down silos and become more collaborative or innovative?**
- **How do we reconnect with our customers?**
- **How do we gain performance improvements, such as:**
  - Sustained increase in revenues?
  - Consistent increases in efficiencies and effectiveness?
  - Ongoing lowering of expenses?
  - Any combination of these that positively impact the top, middle or bottom line?
- **How can we:**
  - Become more agile?
  - Accelerate our decision making?
  - Embed an obsession for continuous learning and improvement throughout the organization?

2

# HIGH-PERFORMANCE ORGANIZATIONS





**A high-performance organization has more of this at work**



## A HIGH PERFORMING ORGANIZATION IS...

... a deliberately designed living system of mindsets, processes, incentives, behaviors, leadership and values that are applied with discipline and commitment

## HOW?

There is no “One Answer,” or “One Way” ...

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## ...HOWEVER

- A high-performance culture is not an accident
  - It does not occur naturally
  - It requires constant vigilance to build and maintain...
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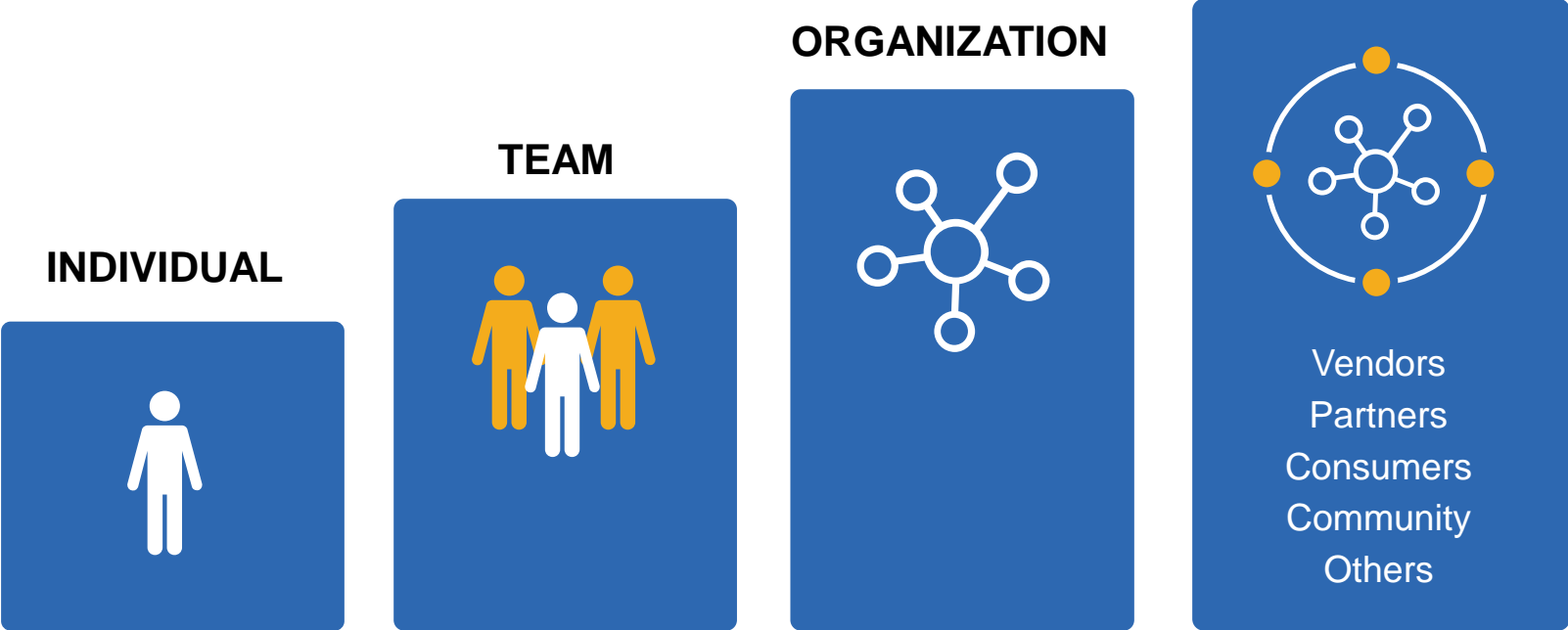
## ...AND

- It is discoverable and actionable
- It is personal on all levels



# THE ART & SCIENCE OF ORGANIZATIONAL HIGH-PERFORMANCE IS...

... delivering breakthrough performance and THEN sustaining high-performance on 4 levels:



The result is **REAL** transformation