

# Awareness Alignment Action



# A<sup>3</sup> = Awareness, Alignment, Action™

PROBLEM SOLVING, CONSENSUS BUILDING, AND ACTION PLANNING

- 1) Why is disciplined, fact-based problem solving so difficult to achieve?
- 2) What does it take to maximize team collaboration and consensus?
- 3) How can managers develop and execute results-producing action plans?

**The A<sup>3</sup> workshop is a one to three-day facilitated process that increases your leadership team's awareness, alignment and action for overcoming strategic or tactical challenges.**

A<sup>3</sup> addresses the key performance drivers, barriers and enablers that contribute to achieving a measurable business goal. A leadership team, supported by subject-matter experts, engages in overcoming clearly defined sales, service or management challenges by developing prioritized solutions and building accountable action plans.

The A<sup>3</sup> works best when there is a critical business issue that has become an obstacle to achieving a sales or service goal. With the experience and expertise of Integrity Systems® senior consultants, your team will accelerate the process of problem solving, decision making, and action planning. Guided by our proprietary A<sup>3</sup> Process Map, our facilitators skillfully implement our diagnostic methodology.

Teams that engage in the A<sup>3</sup> Workshop will:

- Gain Consensus on a Goal and its Key Performance Drivers
- Examine the Barriers to the Performance Drivers
- Determine the Enablers for the Performance Drivers
- Brainstorm and Prioritize Executable Solutions
- Build and Resource Action Plans to be executed within 90 Days

After the workshop clients receive an Executive Summary Report that will aggregate the data gathered during the workshop, share detailed and prioritized action plans, and provide some next step recommendations. A Plan Execution Coaching process is another option from Integrity Systems and it's Partners to insure ongoing commitment to time lines and results.

## Results

Participating in the A<sup>3</sup> Workshop, your organization will:

