

CREATE A STRATEGY TO DELIVER ACCELERATED GROWTH

Case Study

THE CHALLENGE

A multi-billion global business unit needed to develop a three-year vision, mission, and set of strategies. Aviv Consulting was brought in to help the executive team create and implement this plan. To expand market share and grow top-line revenue, the team needed to decide where to allocate resources to capitalize on the best opportunities for accelerating growth and mitigating risks.

WHAT WE DID

We helped the strategy and planning team create a range of future scenarios and evaluate threats and opportunities. We facilitated a series of strategy horizon workshops to generate a full range of strategic alternatives. We then conducted a three-day strategy summit in which a broad global team generated new options and solutions and agreed on top priorities.

RESULTS

The senior team honed the strategic priorities and energized the organization to create rapid expansion. The business unit's focused execution led to spectacular growth and increased annual revenue in four successive years.

“Congratulations on putting together a “best-in-class” strategy offsite... wanted to let you know how well I thought it went. Our strategy summit was very beneficial and an important step in taking our leadership team to the next level. As we reflect on our decisions and actions this year I think we will look back on the offsite as a very important step in driving our success. Thanks for all of the hard work. Well done.”

**Ted Clark, Senior Vice President & General Manager
Hewlett-Packard**

“Our business unit is in the billion-dollar club – taking the time and space to reflect on our strategies, risks, and on our future challenges and to establish a common thread of thought and trust creates an enormous value. Aviv is an experienced and wise facilitator. He helped bring us together and stay focused.”

**Raymond Wah, Director
Hewlett-Packard**



AVIV SHAHAR'S BIO

Founder of *Aviv Consulting*, Aviv Shahar is an international consultant, coach, author and featured speaker. He has extensive experience coaching executives and helping leaders improve their effectiveness, strategic thinking and collaboration. With clients in the UK, Holland, Germany, Spain, Canada, Mexico, Brazil, Singapore, India and the United States, Aviv's passion is to...

**work with outstanding leaders to
create dramatic new futures for people and organizations.**

For over 25 years, Aviv has specialized in helping executives and managers develop and realize their vision and purpose. Clients that compliment Aviv most often are executives deeply committed to transforming their business, and developing their people, particularly their brightest and most capable managers.

Mr. Shahar, known to many of his clients as The Collaboration and Innovation Catalyst, is a recognized expert in organizational transformation and leadership, strategy, and top talent development. Aviv helps leadership teams cultivate innovation, improve collaboration and develop radical trust and peak performance. His experience in coaching for high-performance in critical operations began as a fighter pilot responsible for training other fighter pilots in the Israeli Air Force.

Aviv Consulting is the preferred provider for private and public organizations committed to improvement, innovation and value creation. Aviv helps executives focus on their most precious resources and talent, and develop a purpose-inspired and contribution-based organization. His clients include leaders from Hewlett Packard, Procter & Gamble, Northrop Grumman Corporation, Xerox, Emeritus Assisted Living, Honeywell, Cisco Systems, Frito-Lay Inc., Kellogg's, WebEx Communications, Berkeley National Labs, Potlatch Corporation, Marvell, The Rockefeller University, the US Department of Interior and the US Department of Defense.

Aviv's articles have been published by the Pfeiffer Annuals, The AMA Best of the Best, T+D, and The Futurist. Aviv created the "Blue Belt" top-talent development programs and the acclaimed "Emerald Keys to Success." Aviv is a Member in The Million Dollar Consultant® Hall of Fame.

VISION AND MISSION

Our mission is to help outstanding leaders create dramatic new futures for people and organizations. We are passionate about sharing our ability to elicit exponentially bigger visions of your future than you had imagined, and helping you grow, develop and achieve the personal and organizational goals necessary to make it a reality.

Our vision is realized when the teams we work with are able to: create a radical level of trust, unify around an expansive vision, generate new opportunities, and unlock their creative and innovative powers to actualize their goals.

The first breakthrough in leadership is inside you, in your capacity to reframe your situation, create opportunities and lead from strength. Coaching and consulting with you throughout this developmental journey is our mastery and life's work.