



SKP Personal- und Managementberatung

BD - Plan



Strategic Classification and Evaluation of potentials

- Potential for Outplacement and/or Coaching in respective companies (+5 to -5)
- Potential for co-operation with individual OIGP-Partners (+5 to -5)
- Potential for establishing stakeholders (coaches) in respective companies for continuous co-operation (+5 to -5)
- Approach to stakeholders in the respective markets physically and technically possible (+5 to -5)
- > List of companies in every country with high potential (min. +3)

Action plan

- List of names of 3 - 5 companies with high potential with headquarters and subsidiaries and respective people to contact (stakeholders)
- List of OIGP members who are involved locally
- Internal discussion about individual Road Map
- Approach of stakeholder with biggest influence on the final decision
- Approach of further stakeholders if necessary
- Discussions about different ways of co-operation
- Discussions about content and pricing
- Possibilities for pilot projects

- > Aim to receive a global contract

Execution

- Definition of the project in detail together with the customer
- Definition of participants (companies, OIGP-members, coaches and clients and other stakeholders)
- Definition of the road map and timelines
- Central co-ordination and reporting to the customer stakeholders
- Content, quality and time control according to the project
- Financial transparency internally (and to the customer)
- Decentralized financial transactions if possible

- > Final reporting and end of project

Possible Support by OIGP (OI and CNI)

- Administrative support (addresses, names and letter drafts) to smaller OIGP-members
- Senior support younger members in negotiations and proceedings
- Legal set up of OIGP (as a Delaware company)
- Definition of standards and self binding rules
- Marketing material (flyers, image video, giveaways, etc.)
- Small Budget for allowances and incentives

- > More to come...

Possible Targets

- Medium-sized and big multinational companies (> 3.000 empl.)
- Conservative multinationals with „a human approach“
- Companies rather stronger than weaker
- Hidden champions
- Companies located in congested areas with a strong business environment
- Companies in turnaround and change situations
- Companies with new management

- > Quick small wins rather than big wins never to come

- Thanks very much !