

Stakeholder Value Management, Value Chain Alignment Consulting Services

In a conscious business, leaders focus on delivering value to all of its stakeholders and works to align and harmonize the interests of customers, employees, partners, industry participants, investors, the community, and the environment to the greatest extent possible.

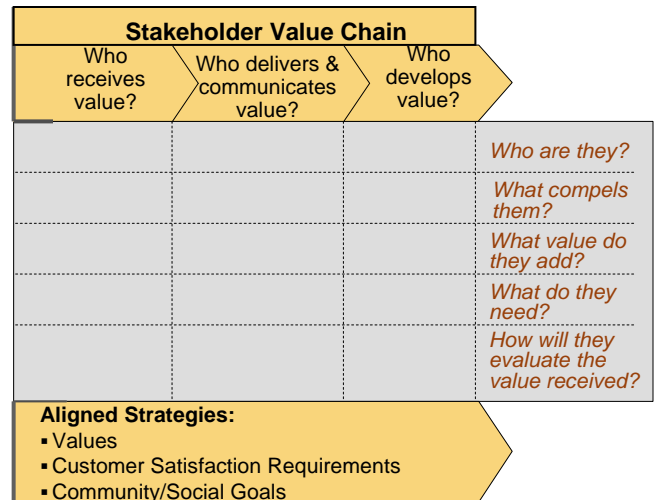
A value chain is the large eco system that encompasses all your company's stakeholders, from your employees, partners, suppliers, industry participants, investors, the community and the environment. Creating alignment across your value chain is essential for Conscious Business.

Our Value Stakeholder model shown at the right is a model we use to map your value chain and to determine how well your organization is aligning with your stakeholders. The premise of the Value Stakeholder model is to look at each stakeholder in relationship to the whole eco system. The value chain works most effectively when leadership understands the interests of all stakeholders and assures each are aligned and moving in a common direction.

In your company, achieving market leadership requires rapid product and service lifecycle changes and new customer focused innovations. Without building strong relationships with your value chain partners, achieve these goals is difficult.

Value chain partners, when working together, can collaborate in ways that benefit society more than any single organization. The key is striving to achieve a win/win for all partners.

Strategic Crossroads has extensive experience in working with companies in map their value chains, identifying all stakeholders and their needs, and in creating plans that outline how to close the gaps and create alignment of partners around common interests.



Stakeholder Value Management Consulting

Services:

- Assessment of your value chain to a conscious business Stakeholder Value Chain Model and strategic planning for improvements
- Assessment of your value chain to improve your Customer Satisfaction
- Value Chain process improvement
- Customer innovation workshops with value chain partners to create compelling new products/services and winning solutions for all partners
- Value Chain Partner relationship and values workshops to improve partner relations
- Value Chain partner collaboration workshop to improve society

What are the Benefits to You – Your Organization?

- Aligned stakeholders for the best benefit of all
- Improve value and revenue for all
- Improve stakeholder relationships and customer satisfaction/loyalty
- Optimize cross-value chain processes that deliver positive results for all stakeholders simultaneously
- Build strategic alliance partners for new product/services and community collaboration
- Share knowledge and information – create a continuous learning environment



Strategic Crossroads

Lynda Davis is a Founder of Strategic Crossroads, LLC; a conscious business consulting company with 30 years of experience in helping companies and individuals achieve personal and organizational excellence.

For a free introductory 30 minute coaching session, contact Lynda at : lynda@strategiccrossroads.com 208.384-8573
www.strategiccrossroads.com