

COMMUNICATING FOR ALIGNMENT

"CHANGE IS INEVITABLE - EXCEPT FROM A VENDING MACHINE." Robert C. Gallagher

The pressures on business are greater today than ever: most businesses face more turbulent markets, more demanding shareholders and more discerning customers, and many are restructuring to meet such challenges. Often these pressures require changing how the organization operates – to inject a more commercial outlook, to eliminate unviable roles and functions, or to integrate a new technology to support the business.



CONTACT US

absolute-North is a company founded on the principles of diversity—diversity of culture, diversity of age, diversity of experience. Our team here in Helsinki consists of persons from the US, Russia, China and Finland, with a wide spectrum of work and academic credentials. If you are a global organization, why not work with a local partner that understands global diversity?

At *absolute-North* we are committed both to the organization and to the individual. We are all people who care deeply about what we do. We are in this business to help people and it is this commitment to the individual that makes the difference.

Call us today and schedule a meeting and we will show you the difference that is *absolute-North*.

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IT'S ABOUT GETTING THE MESSAGE RIGHT

Effective selling of change will not be achieved with a few PowerPoint slides - it requires a great deal of preparation to understand the audience and practice to get the delivery of the message right. Our program, which incorporates our highly successful Artificial Experience Building methods, allows your people to develop their skills in a safe environment while gaining valuable experience that will make them better at handling change and aligning the organization for future success.

BETTER COMMUNICATION=ORGANIZATIONAL SUCCESS

As is evident from our latest published research ("Leadership developmental needs—a system for identifying them," Australian Journal of Adult Learning, April 2009), managers across the globe overwhelmingly perceive inter-communication skills as their top development area. Communicating for alignment becomes an ever more complicated task, and one that is vital for optimizing performance to drive recovery and growth. Our program prepares your people to better communicate strategic initiatives, sell their ideas, and handle difficult situations in a sensitive and sensible manner, taking into account the needs and expectations of the individuals involved, and especially the "survivors" of restructuring.

