

MMC'S CONSULTING METHODOLOGY

ASSESSMENT

- Identification of the current state using survey, interviewing and objective assessment techniques

DEBRIEFING

- Meet with key stakeholder(s) and share diagnostic findings
- Recommend actions

GOAL SETTING

- Establish change goals
- Devise specific activities to meet the goals
- Include stakeholders to create support for change

EXECUTE

- Activate the plan
- Cascade out the activities

REASSESS

- Recognize Goal Achievement
- Evaluate Unachieved Goals
- Identify New Change Opportunities

Most business executives agree that business will rise and fall based on how astutely they manage their human resources portfolio. After all, profits and growth are about performance, and performance is about people.

When your objective is to create a high performance workforce, then it's imperative that people have the mindset of "wanting to do whatever it takes." But how do you get your workforce to want to achieve your business objectives? How do you get them to want to execute?

Manhattan Management Consultants has learned that you must use a motivational technology that achieves two key objectives: (1) foster the desire to execute within each individual and (2) create the conditions under which high performance serves the best interest of both the company and the individual.

We use such a technology in our work with clients. Our performance technology works; it produces results, and it's cost effective. In addition, it's a process that is neither burdensome nor complex. Consider the real costs to a company when its employees do not behave like owners. As well, consider what the potential contribution to the bottom line would be if each individual within the company were delivering real value and deriving true satisfaction from participating in the enterprise.

Manhattan Management Consultants focuses its capabilities on the bottom line of a company's balance sheet- its human resources. We would like to talk to you about the motivational and performance-engineering tools we would use to unlock the full potential of your human resource portfolio. We want to earn the opportunity to do business with you.