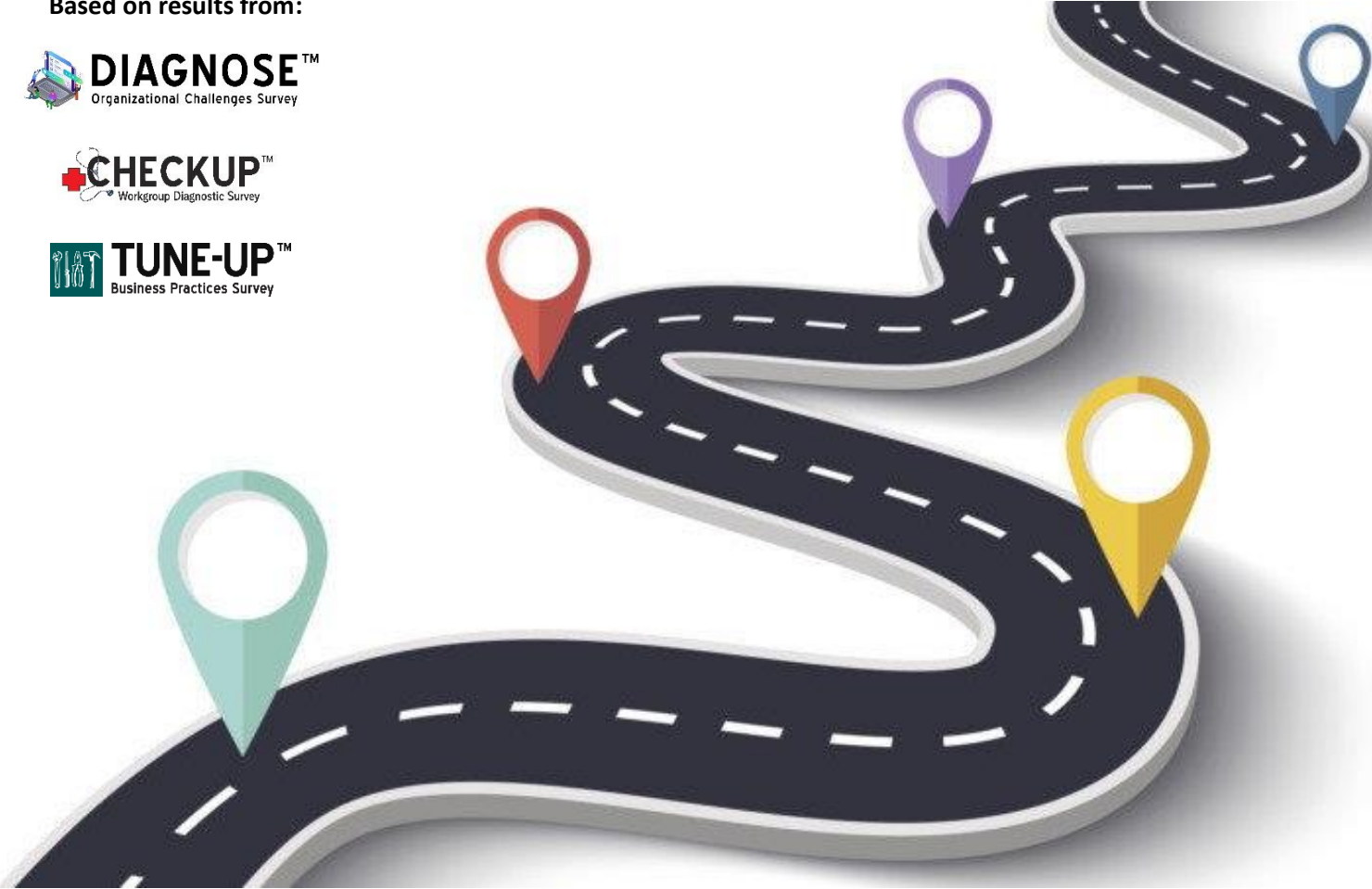


Toolset and Training Solutions Roadmap Guide

Prepared by:
Innovative Management Tools LLC
Patrick Seaton

Based on results from:



Prepared for:
Company Name
Contact Name
Month/Year

Introducing:



Introduction

Based on the results of the recent survey conducted with your organization, we are pleased to offer you a roadmap of tools and training suggestions to help address what was uncovered and encountered with your organization's staff.

While this roadmap will suggest tools and training provided by Innovative Management Tools and Stable Ascent, we want to make one message very clear:

If your organization already has tools, training programs, frameworks, or materials that could help address the challenges and situations uncovered in the surveys, PLEASE pull them out and start using them with your staff. Now that you know what exists from the employees' perspective, it is time to act. Knowledge is power.

"With power comes great responsibility." – Uncle Ben to Peter Parker

If your organization does not have tools, training programs, frameworks, or materials that could help address the challenges and situations, we invite you to continue reading this Solutions Roadmap Guide, designed specifically for your organization, based on the survey results.

Survey Results Overview

We would like to remind you of the Conclusions, Interpretations, and Recommendations from your Survey Results.

Conclusions

- The prevalence of process-related challenges underscores the need for streamlining workflows and enhancing operational efficiency.
- Sales Strategy Development and Delegation are key areas of concern, requiring strategic attention and training initiatives.
- Waste management strategies should be reevaluated, bridging the gap between recognition and action.
- Employee-related challenges, such as Employee Awareness and Time Management, necessitate comprehensive training programs.

Interpretations

- Collaborative skills and cross-functional teamwork are critical, as evidenced by high scenario selections.
- Senior management should focus on organizational positioning and strategic decision-making.
- Anomalies between perceived importance and actual challenges indicate areas requiring closer examination.

Recommendations

- Implement Methodologies to optimize processes.
- Invest in strategic sales training programs.
- Conduct collaboration workshops to enhance teamwork.
- Offer comprehensive employee training programs.
- Refine waste management strategies.
- Provide time management workshops and tools.
- Offer cross-functional training for workgroup management.
- Promote a culture of data-driven decision-making.
- Invest in strategic planning initiatives.
- Provide senior leadership training to improve strategic decisions.

Top 5 Analysis

In the survey, the respondents were asked to select the five most critical, pressing, concerning, or challenging Categories of those from which they had selected Scenarios that are occurring in the organization. Below is the list of the 10 most selected Categories from the respondent pool:

Subject	Type	Count
Delegation	Process	44
Communication Analysis	Process	40
Sales Strategy Development	Process	35
Process Development	Process	34
Priority Management	Planning	33
Overcoming Barriers	Process	29
Time Management	People	28
Task Management	People	23
Process Analysis	Process	22
Customer Service Experience	Process	18

For the abovementioned highest scoring Categories, we would like to introduce you to a set of tools that address each of these Categories. These tools come from our suite of Conversation Frameworks. You will find a description of the Conversation Frameworks and other reference material following the next chart.

Survey Category	Conversation Framework Name
DELEGATION	HAND-OFF - Delegation Enabler Activity
COMMUNICATION ANALYSIS	BRIDGES - Communication Analysis Activity
SALES STRATEGY DEVELOPMENT	PSSP - Problem-Solving Sales Process Training and Coaching Services
PROCESS DEVELOPMENT	MAPPING - Process Development Activity
PRIORITY MANAGEMENT	PRIORITIZE - Priority Management Activity
OVERCOMING BARRIERS	HURDLES - Barrier Elimination Activity
TIME MANAGEMENT	DEADLINES - Time Management Activity
TASK MANAGEMENT	HATS - Task Management Activity
PROCESS ANALYSIS	SNAPSHOT - Process Analysis Activity
CUSTOMER SERVICE EXPERIENCE	HOSPITALITY - Customer Service Analysis Activity

Click on a logo below to watch a short overview video of that Conversation Framework.



Conversation Frameworks

Conversation Frameworks by Innovative Management Tools are a powerful tool for enhancing communication and collaboration within organizations. These frameworks encompass nearly 30 universal topics, categorized into People, Process, and Planning, addressing common issues and challenges. They facilitate structured and collaborative discussions for small groups of up to 10 participants using digital interactive whiteboard workspaces.

These frameworks empower participants to contribute their ideas and expertise, transforming unstructured conversations into engaging, problem-solving discussions. Conversation Frameworks provide several key benefits, including giving participants a voice, guiding conversations to conclusions, and archiving session results for future reference. They foster a culture of incremental progress and shared ownership without imposing change on participants.

Whether you seek improved collaboration, enhanced communication, or a platform for shared problem-solving and decision-making, Conversation Frameworks are the key to transforming discussions around recurring organizational challenges, ultimately boosting organizational performance and building a brighter future through the power of conversations.

How can you access Conversation Frameworks?

Innovative Management Tools provides **lifetime, unlimited access** to a Conversation Framework after a group of company facilitators (maximum of five) have gone through a 2-hour training on how to facilitate the Conversation Framework.

Conversation Framework trainings are purchased per framework at US\$960 per training. It is recommended that the company select the Conversation Frameworks that correspond to the most urgent Categories, most common Scenarios, and most pressing strategic impact, based on survey respondent data as outlined in the reports already delivered to the company.

A table to links for purchasing the Facilitator Training sessions, as presented in the previous table of 10 is below. A complete listing of ALL Facilitator Training links will be provided at the end of this guide, if you wish to purchase a Conversation Framework that is outside the scope of the following table:

Conversation Framework Name	Conversation Framework Purchase Link
HAND-OFF - Delegation Enabler Activity	HAND-OFF Facilitator Training
BRIDGES - Communication Analysis Activity	BRIDGES Facilitator Training
PSSP - Problem-Solving Sales Process - Training and Coaching Services	Contact IMT to discuss the scope of the work, which might include Process Development, Training Program, Coaching, and more.
MAPPING - Process Development Activity	MAPPING Facilitator Training
PRIORITIZE - Priority Management Activity	PRIORITIZE Facilitator Training
HURDLES - Barrier Elimination Activity	HURDLES Facilitator Training
DEADLINES - Time Management Activity	DEADLINES Facilitator Training
HATS - Task Management Activity	HATS Facilitator Training
SNAPSHOT - Process Analysis Activity	SNAPSHOT Facilitator Training
HOSPITALITY - Customer Service Analysis Activity	HOSPITALITY Facilitator Training

Here we provide the complete list of Facilitator Training Purchase links for future reference.

Conversation Framework Name	Conversation Framework Purchase Link
HAND-OFF - Delegation Enabler Activity	HAND-OFF Facilitator Training
BRIDGES - Communication Analysis Activity	BRIDGES Facilitator Training
PSSP - Problem-Solving Sales Process - Training and Coaching Services	Contact IMT to discuss the scope of the work, which might include Process Development, Training Program, Coaching, and more.
MAPPING - Process Development Activity	MAPPING Facilitator Training
PRIORITIZE - Priority Management Activity	PRIORITIZE Facilitator Training
HURDLES - Barrier Elimination Activity	HURDLES Facilitator Training
DEADLINES - Time Management Activity	DEADLINES Facilitator Training
HATS - Task Management Activity	HATS Facilitator Training
SNAPSHOT - Process Analysis Activity	SNAPSHOT Facilitator Training
HOSPITALITY - Customer Service Analysis Activity	HOSPITALITY Facilitator Training
IMPACT - Decision Analysis Activity	IMPACT Facilitator Training
IDEAS - Brainstorm Activity	IDEAS Facilitator Training
IDENTIFY - Waste Analysis Activity	IDENTIFY Facilitator Training
INNOVATE - Product Analysis Activity	INNOVATE Facilitator Training
PERCEPTIONS - Details Analysis Activity	PERCEPTIONS Facilitator Training
PROFILE - Skills Assessment Activity	PROFILE Facilitator Training
REORGANIZE - Internal Restructuring Activity	REORGANIZE Facilitator Training
WIRED - Employee Awareness Activity	WIRED Facilitator Training
FRAMING - Project Definition Activity	
CURRICULUM - Content Development Activity	CURRICULUM Facilitator Training
FOUNDATIONS - Vision, Mission, Values Development Activity	FOUNDATIONS Facilitator Training
IDENTITY - Organizational Positioning Activity	IDENTITY Org Facilitator Training
IDENTITY - Departmental Positioning Activity	IDENTITY Dept Facilitator Training
NAVIGATE - Planning and preparation Activity	NAVIGATE Facilitator Training
OVERVIEW - High-Level SWOT Activity	OVERVIEW Facilitator Training
TEAMS - Workgroup Management Activity	TEAMS Facilitator Training
SYNCHRONIZE - Directional Efficiency Activity	SYNCHRONIZE Facilitator Training
DIFFERENTIATE - Intentional Isolation Strategy	DIFFERENTIATE Facilitator Training

Who are we?

Established in 2003, **Innovative Management Tools (IMT)** has evolved over two decades, originally focused on creating survival tools for project problem-solving. It later expanded its mission to assist organizations in overcoming challenges and embracing change, broadening its scope to include middle management, whole organizations, and individual employees.

In 2012, IMT ventured into problem-solving sales, aligning with their core problem-solving ethos. This exploration led to the integration of brain science, sales strategies, and change management into a comprehensive approach.

The global pandemic in 2020 prompted IMT to delve into neuroscience, resulting in the creation of a Problem-Solving Selling book that combines processes, brain science, coaching, storytelling, trust-building, and the buying process.

By late 2022, IMT digitized its 20+-year-old change management tools, placing it at the intersection of digital change management tools, problem-solving sales, and neuroscience insights as it celebrated its 20th anniversary. This transformation reflects IMT's dedication to helping organizations navigate change and solve problems innovatively.

Disclaimer: This Roadmap Guide has been prepared for the intended recipients. It contains company confidential information and should not be shared or forwarded to other parties without the expressed, written consent of the surveyed company. Any distribution of this report without the expressed, written consent is subject to legal consequences, as deemed appropriate by the recipient company.



© 2023 Innovative Management Tools LLC

All products and/or services referenced in this document are trademarks of the author company, unless otherwise noted.

