

Our Value Proposition

Our value proposition is focused on accelerating business and economic growth for our clients by putting together new Cultural Intelligence based relational and transactional socio economic structures (internally and externally) within the client organisation that are constructed by building trust and uniting the uniqueness and diversity of thinking from participating stakeholders.

Shareholder value and Stakeholder satisfaction

A critical objective in very engagement is to ensure the growth of shareholder value and at the same time increase stakeholder satisfaction.

What we do

The work we do is based on engagements with our clients that will cover the 3 areas of-

- (1) Cultural Transformation,
- (2) Transformational Leadership and
- (3) Economic & Service Delivery Ecosystem Transformation

1. Cultural Transformation

This is foremost about harnessing **Cultural Intelligence** to 'unlock' the intellectual and emotional intelligence within teams and organisations. The establishment of the **Collaborative Co-Creation Thinking Platform** through this process builds a foundation of trust and unity, which opens up the organisation to greater levels of complex problem solving and critical thinking capability. Cultural Transformation is the foundational key to unlock trust and unity between diverse people groups and cross functional teams and will lead to quicker execution of projects, joint ventures and in the achievement of business and growth economic objectives. The key is to bring all stakeholders onto a common mind-set from which to execute vision and objectives from.

2. Transformational Leadership

Our focus is to work with our clients to Develop intentional transformational leaders who will commit to break out into new paradigms of thinking and service delivery. These Transformational Leaders will then lead and help the wider organisation and organisational value chain deliver according to '**inclusive and collaborative**' **relational and transactional strategies**.

3. Business & Service Delivery Ecosystem Transformation

The final stage of the engagement is to work with leaders on strategies to maximise resource/capital utilization and multiple them to create wealth and prosperity (that will benefit all stakeholders according to their contribution) through the productive use of all the skills and abilities of an inclusive organisation. This allows for better commercial

contracts and deals to be structured both internally and externally in a way that will deliver **shareholder value** and at the same time **stakeholder satisfaction**.

Client outcomes

- ✓ Fully harness cross-cultural competence and thinking
- ✓ Harness existing conflict for productive ends;
- ✓ Become better at forming and sustaining collaborative relationships;
- ✓ Master the negotiation ecosystem within the organization and business value chain;
- ✓ Position the organization for innovative breakthrough;
- ✓ Sharpen skills to negotiate better deals & create options for mutual gain;
- ✓ Establish environment for seamless positional succession and preservation of organisational intellectual capital;
- ✓ Increase levels of employee engagement, morale and productivity
- ✓ Manage complexity and adversity in negotiation and business.
- ✓ Execute better contracts;
- ✓ Create economic success through state-of-the-art models for economic advancement and advanced negotiation strategies;
- ✓ Greater clarity and accountability of roles and responsibilities

Client Return on Investment

- ✓ Profit and Growth acceleration
- ✓ Increased innovation – quicker product and service rollouts
- ✓ Greater success in mergers, acquisitions, partnerships and joint venture activities
- ✓ Quicker and more profitable project implementation
- ✓ Ability to penetrate new markets and establish quicker return on investment cycles
- ✓ Increased stakeholder engagement and maximization of resource/capital utilization