



ODA/Management Review

The Ask

A NOTE FROM JOEL

June 2021

We have talked about the Sales Pro asking for an order. And last month we asked the Manager Pro to ask for his team to grow, change and develop. Have you taken that challenge?

Let's think about a Step by Step approach.

First, some analysis is in order, start by asking yourself:

- What is the performance of the team I manage?
- Are there measurements in place to gauge our work?
- How is the environment of our team changing?
- Where are the new ideas coming from?
- What kind of plan is in place?
- What does the future hold in our assignment?
- Are we closing the loop?

Involve your team with these questions.

Depending on the answers, should you be asking for help from outside your department? We have had some very good results having managers in a company help each other with this analysis. You can learn from each others' ideas.

What is the environment for change in your company?

Here is where the next Ask comes in: where are we now & where are we going as a firm? And how does my team stack up on today's mission?

Back to my friend the Sales Pro. As they "Ask", they are thinking ahead anticipating the new market need and preparing the product and service that will be needed to keep selling to that customer.

Next time we will talk about how Managers can stay ahead of the needs which

will arise in their departments.

Regards,

Joel



Joel McFadden
484.252.4490



Give Us a Call Today

www.kraftassociatesoda.com

Let's Build Management Skills!