

STRATEGY AS SIMPLE RULES

Performance goal	Partisanship	Long-term investment	Accountability
Strategic function	Where should we be?	What should we be?	Self-organizing PM processes?
Strategic logic	Establish Position	Leverage Advantages	Market opportunities
Plans best in	Steady changing, self-organizing matrix	Radically changing, self-organizing matrix	Market Leadership, Leadership Alliance?

When business was simple, companies could afford complex strategies. Now that business is complex, they need to simplify. Smart companies have done that with a new approach. A few straightforward, hard & fast RULES that define direction without confusing it.



TRANSLATE STRATEGY TO SIMPLE RULES

DON'T MAKE THEM TOO BROAD.
"We encourage flexibility & innovation" won't do it. You have to provide CONCRETE guidance.

DON'T MAKE THEM TOO VAGUE.
"All investments must deliver an ROI" won't do it. It does not set priorities.

DON'T LET THEM GO STALE.
Once a rule no longer works, get rid of it.

How-to-rules



Spell out key features of how a process is executed - what makes one process unique?



Staff must consist of technical experts, every question must be answered on the first call or email, and KAO staff must rotate through customer service



Boundary-rules



Focus managers on which opportunities to pursue + which are outside the pale



Companies to be acquired must have no more than 75 employees, 75% of them must be engineers



Priority-rules



Help managers rank the accepted opportunities



Manufacturing capacity allocation is based on a product's gross margin



Timing-rules



Synchronize managers with the pace of emerging opportunities within other parts of the company



Project teams must leave when a product must be delivered to a leading customer to win, and the development time must be less than 18 months



Exit-rules



Help managers decide when to pull out of yesterday's opportunities



If a key team member - manager or not - chooses to leave the project for another within the company, the project is killed



DON'T MAKE THEM aimless

These are execution rules in cultures that destroy value. "Everyone has a say" can slow you down. Root out the mindless, execution rules

Simple Rules How To Thrive In A Complex World

Puja Mehta



Simple Rules How To Thrive In A Complex World:

Simple Rules How To Thrive In A Complex World: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous compelling novels captivating the hearts of readers worldwide. Lets delve into the realm of top-selling books, exploring the engaging narratives that have captivated audiences this year. The Must-Read : Colleen Hoover "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover masterfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can prevail. Simple Rules How To Thrive In A Complex World : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens crafts a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These bestselling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Pape, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and gripping novel that will keep you guessing until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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