A series of Strategy Execution Client Case Studies

The realisation of business strategy depends on solid project performance. Every organisation has unique project challenges and each of those challenges requires a unique solution to best propel the business forward. Strategy Execution has been delivering an extensive suite of customised project management training to the world’s leading organisations for more than 35 years. We have assisted clients across all sectors and industries to ensure project success and improve their bottom line through our broad delivery of performance education aimed at upskilling their workforce to meet challenges head-on.

Our solutions combine the best of cutting-edge university research and best practice business techniques to ensure adoption, deliver performance improvement and validate investment in talent development.
Business Analysis

Cisco

Business Goal: Cisco wanted its project managers, pre-sales teams and consultants to work collaboratively to better understand the requirements gathering process and documentation phase of a client engagement.

Solution: Strategy Execution developed a customised business-analysis workshop that covered the end to end lifecycle of requirements management, elicitation and documentation, to meet the business goals identified. The delivery of the programme resulted in improved alignment between delivery processes, activities and customer needs.

Michelin

Business Goal: Michelin was looking to improve the skills of the global functional analyst community, which gathers and analyses the requirements of Information and Communication Technology (ICT) projects, to help reduce poorly-defined requirements and increase the probability of project success.

Solution: Strategy Execution customised the existing business analysis content, ensuring alignment with industry best practices. A global training programme was then rolled out utilising bilingual instructors, providing the tools and models for gathering, documenting and analysing requirements, all in an effort to create a common language and process with consistent, high-quality results.

SAS Institute

Business Goal: SAS Institute’s implementation consultants needed to do more qualified requirements gathering in order to secure aligned IT deliveries to its clients. They wanted to move away from “doing things right” to “doing the right thing,” gaining client trust.

Solution: We took on SAS Institute’s objectives and through a customised course offering, Strategy Execution provided a successful delivery to SAS Institute’s consultants.
Standardisation

Credit Suisse

**Business Goal:** Credit Suisse wanted to implement a global project management training program for its IT department, based on a common methodology.

**Solution:** Strategy Execution delivered a structured and comprehensive global training path based on the Project Management Institute’s (PMI) Project Management Body of Knowledge (PMBOK). The programme met the business objectives to introduce a common way of working across the globe, as well as providing Credit Suisse staff with a route to achieving their Project Management Professional (PMP) certification.

Ericsson

**Business Goal:** Ericsson was keen to implement common project management standards to help improve its customer satisfaction scores and the overall quality of client feedback.

**Solution:** We designed a programme that introduced industry-recognised PMI® best practices, providing learning to enhance consistent project planning and analysis, improved project quality and effective contract management. A PMP® prep course was also offered to prepare Ericsson staff to achieve an externally-recognised project management certification. The technical skills offerings were complemented with optional relational skills courses to improve the non-technical competencies of participants within the programme.

Nestlé

**Business Goal:** Nestlé’s Center of Excellence engineering team was keen to implement a standardised and consistent approach to project management.

**Solution:** Through the implementation of a project management programme aligned with externally recognised PMI® best practices and guidelines, Strategy Execution delivered a series of courses and workshops, designed to increase the application of project management best practices and provide a vehicle to support the production of high-quality, real project deliverables for the organisation’s capital projects.
CASE STUDY AFTER THE TRAINING SUCCESS STORIES

Organisational Alignment

**HSBC**

**Business Goal:** HSBC wanted to avoid inconsistent ways of working across its large, complex, global organisation. HSBC created the “One HSBC” initiative to introduce standardised practices across all bank functions and introduce its “Risk Based Project Management Methodology.”

**Solution:** Strategy Execution designed, developed and delivered training ranging from foundational courses to advanced master classes in risk and stakeholder management. The suite of nine customised courses was one of the primary vehicles used to successfully drive the “One HSBC” initiative.

**Pall Corporation**

**Business Goal:** Pall engaged with Strategy Execution to build its cultural and global project management capability through process discipline, accountability and effective execution to ensure better business performance.

**Solution:** Through the partnership, the “Pall Project Excellence Programme” was developed and rolled out globally to project managers and senior leaders to help increase and strengthen the overall capabilities of project teams and improve the way in which projects are delivered throughout the organisation, resulting in building project discipline and accountability into the DNA of Pall employees.

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**Strategy Execution Can Help**

Strategy Execution cultivates the knowledge and skills your workforce needs to close the strategy execution gap and operate effectively in the world of project-based work. We are more than a training company, we are a performance education company that focuses on developing peoples’ abilities to get their work done and adding value to your organisation.

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