

Welcome !

>Crossing
Merge for Results.™

>Crossing Business Move
Merge Forces to Drive Excellent Results.™

You will learn ...

Performances | >Crossing Idea | >Crossing | >Crossing Cases | >Crossing Drivers

MEMCO Mempel Management Consulting

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The Performances ... which make **Management Crossing**

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The new dimension: Management Crossing

The **>Crossing Business Move Method** is
one performance core out of five in **Management Crossing**:

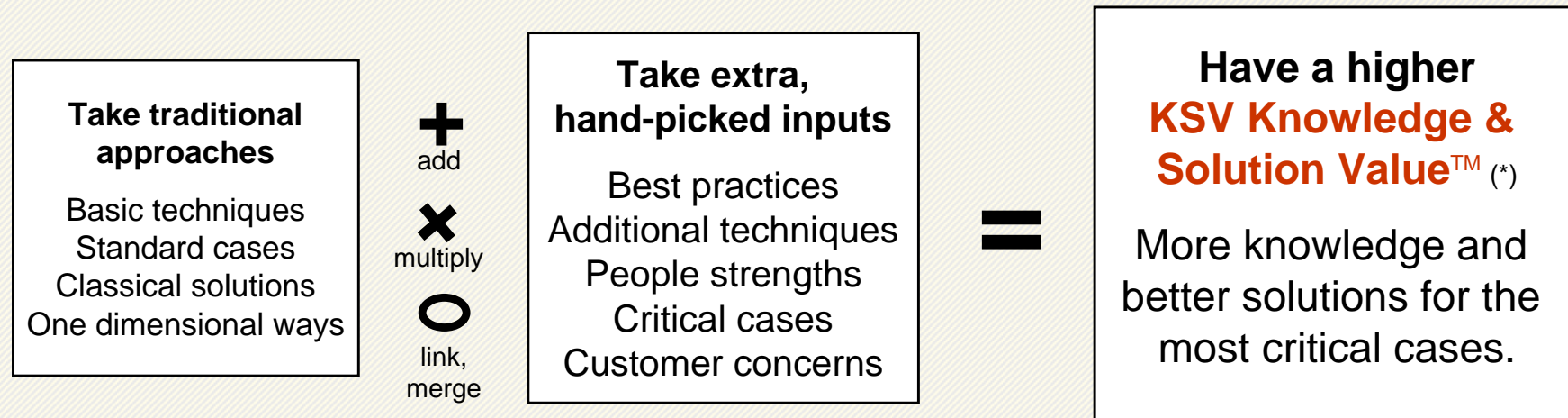


The >Crossing Idea

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The new dimension: Management Crossing

Management Crossing shows the way systematically to embrace techniques, procedures, knowledge, strengths and experiences. In business we call the way to do that **>Crossing**:



Applying the **>Crossing** method is a highly professional undertaking based on deep consulting experiences. It demands openness to the need for improving although already strong and the will to take a broader look to the world.

(*) The **KSV Knowledge & Solution Value™** is our method to proof the breaking advantages of the **Management Crossing Dimension** in business.

The >Crossing Business Move

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The new dimension: Management Crossing

A **>Crossing Business Move** merges existing strengths, practices and management concepts (that are the **>Crossing Forces**) to achieve greater results in most complex **>Crossing Cases**. These cases are specific and critical situations needed to be solved urgently and related directly to efficiency, success and profit.

>Crossing Forces are company advantages such as knowledge, market position or financial potential, or business strengths such as established best practice procedures and organizational structures, or human resource strengths such as people and teams. Also best practices anywhere and proven management tools from outside.

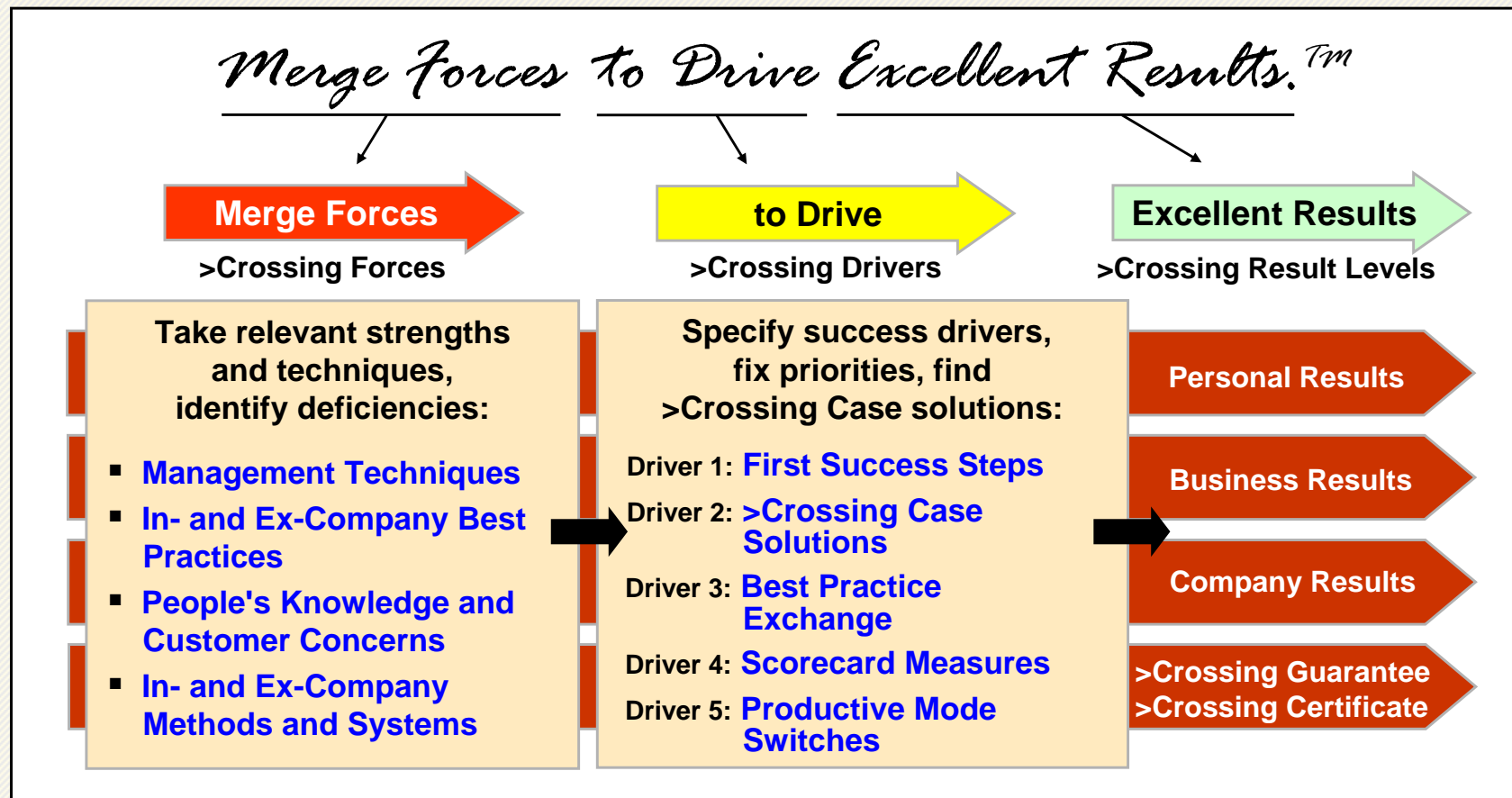
>Crossing Cases you can find on a personal level, on the business level and on the company level. Examples are: Make sure that critical projects will reach goals like planned (**Project >Crossing**), concentrate on key customers planning cycles important for a companies market success (**Key Customer >Crossing**).

The **>Crossing Business Move** ... is the key for business success.

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The new dimension: Management Crossing

The basic principle of each **>Crossing Business Move** is:



To be applied in: Business Strategy, Fast Growth Strategy, Product Management, New Product Development, Sales Management, Key Customer Management, Business Process Management, Project Management, Human Resources, Cultural Management

Get In Touch with the **>Crossing Business Move** (1)

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The new dimension: Management Crossing

Merge Forces 

Ability to Discover and Merge Forces in >Crossing Cases

Firstly, the **>Crossing Business Move** takes the best of relevant management techniques, procedures and philosophies in a balanced mix and makes them available to **>Crossing Cases**.

Secondly, the **>Crossing Business Move** takes the personal power of you and your people as well as the organizational and business strengths of your company, applies them much more effectively and multiplies them.

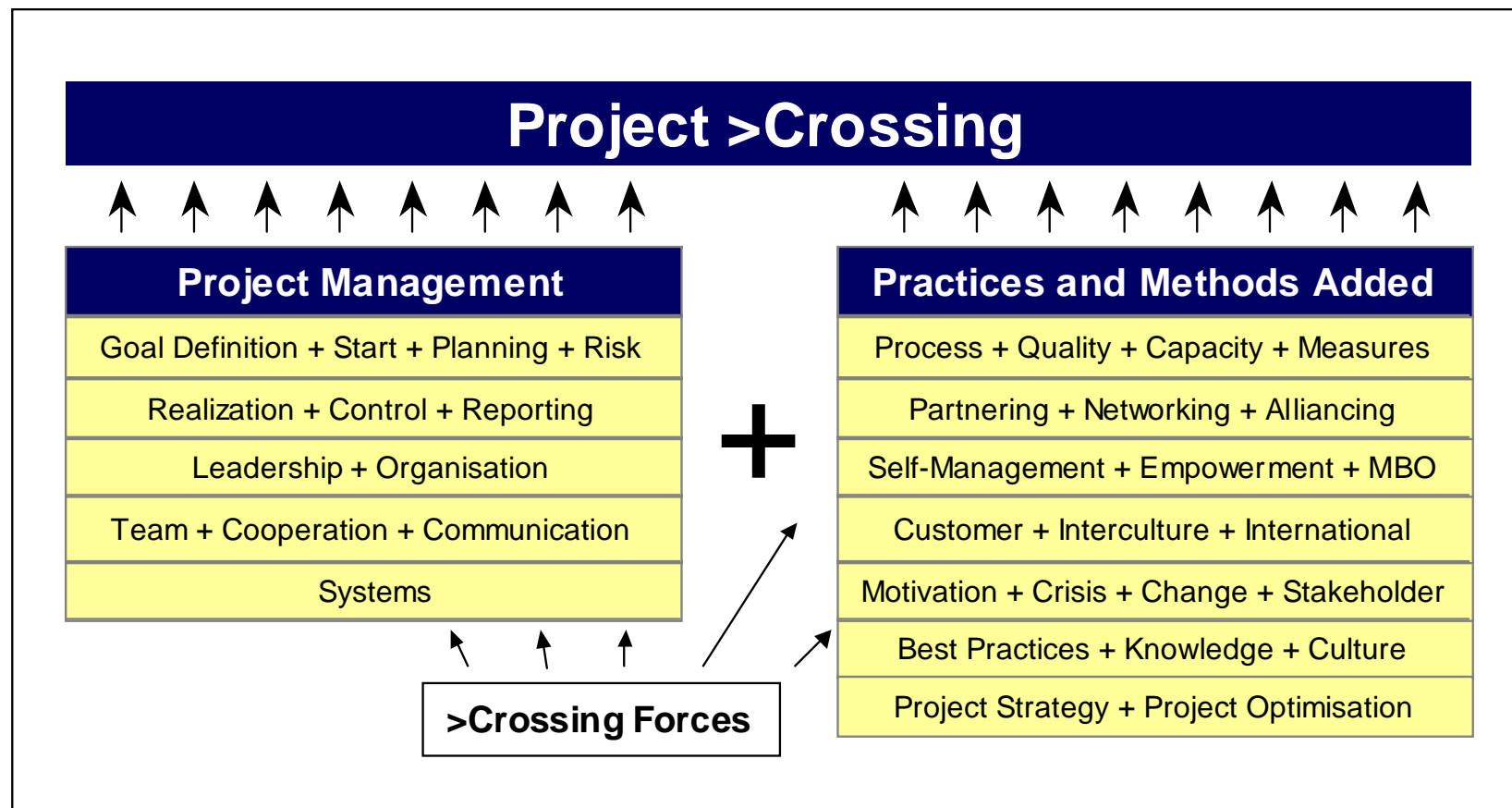
Thirdly, the **>Crossing Business Move** identifies relevant best practices anywhere and makes them suitable for the own situations.

There are some prerequisites to these steps: know the games, identify the forces and be able to extract the relevant parts. The people who are in charge of this we call the internal and external **>Crossing Partners**.

Example: **Forces** in Project >Crossing

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The new dimension: Management Crossing



Example: **Cases** in Project >Crossing

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The new dimension: Management Crossing

- Structure pre-project selection phases (project portfolio) and pre-project work
- Define strong and dynamic project philosophy and culture including entrepreneurial leadership
- Prescribe project processes: planning, organizing, controlling
- Implement work package philosophy
- Have freezing points and project realization strategies considered
- Establish capacity transparency and priority setting procedures (multi-project)
- Organize steering functions and external project decision processes
- Arrange relevant and goal-directed project data and information systems
- Set up project marketing/project customer/stakeholder actions
- Define risk taking policy and evaluation processes
- Run positive project pressure and conflicts philosophy
- Train people in relevant project management and crossing techniques
- Have a structured system for project knowledge and project success measures
- Establish project data/planning/control systems
- Demand for strong 2+3=7 high performance project team building
- Support partnering and cooperation processes with suppliers/partners
- Integrate international, intercultural and interlocation matters

Get in Touch with the **>Crossing Business Move** (2)

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The new dimension: Management Crossing

to Drive

Handling of Five Crossing Drivers

To produce results, the **>Crossing Business Move** focuses on **five drivers**:

1. Driver: First Success

Prior to substantial work this driver lowers barriers and starts motivation necessary for changing and improving conditions.

2. Driver: >Crossing Case Solutions

The >Crossing knowledge is concentrated in critical cases. It is to identify problems and define high performance procedures.

3. Driver: Best Practice Exchange

>Crossing promotes the best practices and techniques concept to find the deciding enablers for improvement.

4. Driver: Scorecard Measures

Measurement motivates. The >Crossing Scorecard Measures put the drivers at the centre of routine processes in daily business.

5. Driver: Productive Mode Switches

One of the most important tasks in improvement is to guarantee the solution transfer to practice. This driver makes it work.

Get in Touch with the **>Crossing Business Move** (3)

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The new dimension: Management Crossing

Excellent Results

Results you get from a **>Crossing Business Move**

As we assessed in many projects, strictly turning to integral views, practicing real customer orientation and learning from best practices will produce positive results in many ways. A **>Crossing Business Move** always shows results on at least three levels (we call them the **>Crossing Result Levels**):

Personal Results

Higher motivation, new and better use of existing strengths, more personal, competence, personal roadmap.

Business Results

Better effectivity and efficiency in related jobs and goals of the project are reached more definitely.

Company Results

Project process changes to a high quality procedure and is setting a new internal standard. It will be called a "lean" process in near future.

New in management and business improvement is a 4th result level: the **>Crossing Guarantee**, which gives security for the money invested (if certain conditions are given).

The effective **>Crossing Business Pathways**

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The new dimension: Management Crossing

To merge existing strengths and techniques for better results, **>Crossing Business Moves offer five pathways**. They apply independently or in an integrated approach:

Ways like Having Success.™

Audit	To discover the improvement potential and mainline suggestions.
Framework Project	To set up frameworks realizing improvement potentials permanently.
Seminar/Training/Workshop	LearnWays to develop insights, abilities and hands-on concepts (on-site or off-site).
Online Seminar	To learn the fundamental >Crossing concepts , to start first steps.
Online Support	To get direct support and help on a regular basis, to solve specific situations in your arena.

Thanks for learning ...

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For more information, please have a look to our website:
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Or contact us:

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