

Welcome !

Get introduced to ...

>Crossing Business Audit

A Way like Having Success.TM

The >Crossing Business Audit is available for:

Business Strategy, Product Management, New Product Development, Sales Management, Key Customer Management, Business Process Management, Project Management, Human Resources, Cultural Management.

MEMCO Mempel Management Consulting

Dipl.-Wirt.Ing. Günter Mempel

Burgunderstrasse 20 * D-64668 Rimbach/Heidelberg * Germany

<http://www.managementcrossing.com> * info@managementcrossing.com * Phone +49 (0) 6253 990 577 * Fax +49 (0) 6253 990 579

Now you can do the **Business Audit** in your field !

2/13

The new dimension: Management Crossing

To grow in sales, profit and strengths most companies and people are facing big and demanding challenges. In the turbulent markets and businesses they **need to start new efforts on aligning, focusing and specialising** their management abilities, goals and doings.

Within the **Management Crossing** philosophy we have the **How Doing-Answers**: the **>Crossing Business Move** method (*). It offers skills and methods for the respective business field by going beyond traditional procedures.

One pathway is the **>Crossing Business Audit**. It is to discover the improvement potentials and mainline suggestions in these fields:

Business Strategy	Business Process Management
Product Management	Project Management
New Product Development	Human Resources
Sales Management	Cultural Management
Key Customer Management	

(*). For more details have a look to <http://www.managementcrossing.com>

The **>Crossing Business Audit** provides a strong analysis of strengths, weaknesses and potentials.

- Motive** If you look for a way to get a neutral analysis of present situations and outlooks in business, the **>Crossing Business Audit** is a paying choice.
- Goal** It stresses a thorough and serious examination of goals, structures, business policies, processes, procedures, systems, qualities, skills and staffing patterns.
- Method** The audit is qualified for all business areas, especially in the **>Crossing Business Moves** fields (*). In this case, a unique framework is used to assure high quality results.
- Specifics** Of course, specific audit questions called for by a company or an organisation are integrated into the audit framework.

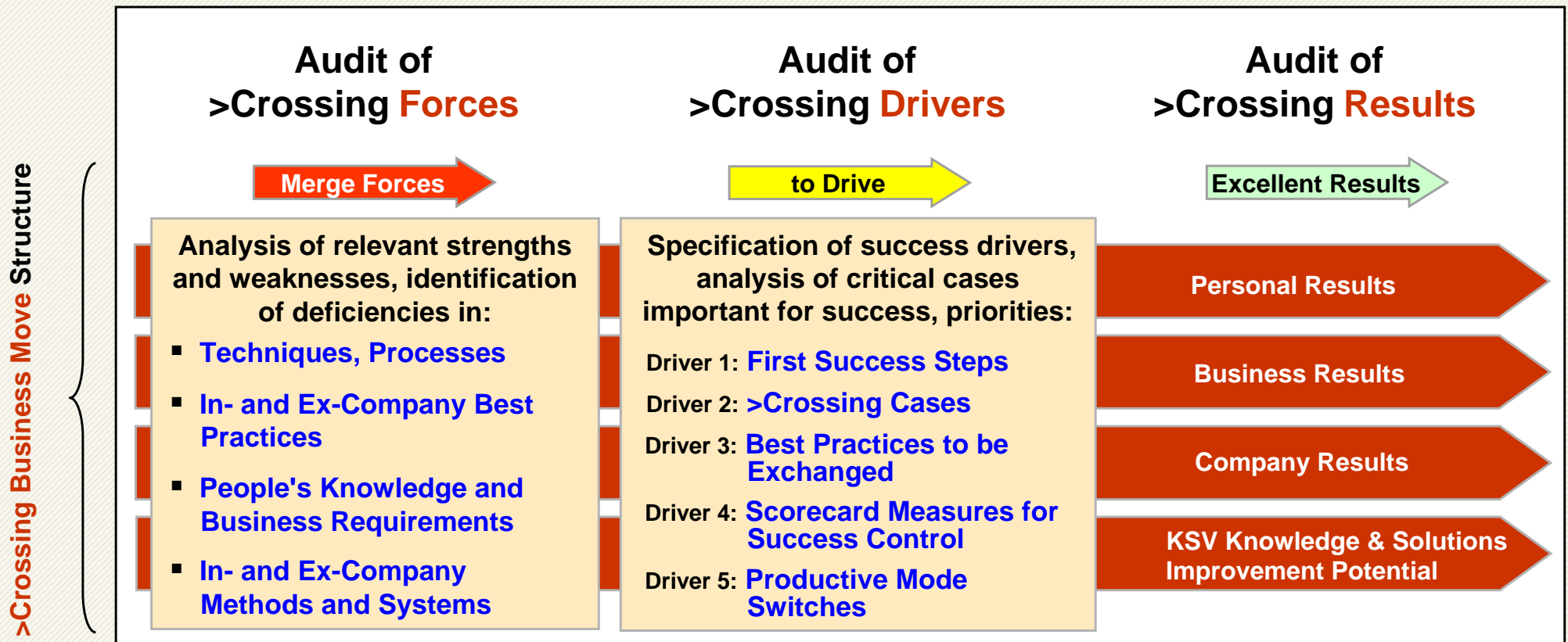
(*) For more details have a look to <http://www.managementcrossing.com>

Comprehend the >Crossing Business Audit

4/13

The new dimension: Management Crossing

A **>Crossing Business Audit** takes structures from a specific **>Crossing Business Move**. Of course, **company-specific requests** are added:



Example: How the **Customer Project Management Audit** works,
 using the **Customer Project >Crossing Move**.

5/13

The new dimension: Management Crossing

In the **Customer Project >Crossing Audit** we use the **Customer Project >Crossing Move** for audit standard. Audit topics line up along this agenda:

Merge Forces to Drive Excellent Results.
<p>Status and potentials in the >Crossing Forces</p> <p><u>How project management-procedures are applied</u> Project goals, project start-up, project planning, risk planning, project control, project communication, cooperation, project organisation, multi projecting, project systems</p> <p><u>How additional techniques and management abilities are applied</u> Project strategies, speeding projects, project process optimisation, self organisation, motivation. leadership competence, entrepreneurship, partnering, networking, intercultural and international management, contracting, claim management</p> <p><u>How things are managed and fixed ...</u> Customer orientation and satisfaction, quality, capacity, qualification, best practices</p>	<p>Deficiencies and needs in the >Crossing Drivers</p> <p>1. First Success Steps Ways how to establish fast success situations, identification of low barrier pathways to put things to practice.</p> <p>2. Learning from Best Practices Analysis of best practices (internal, external), to find and transfer success factors.</p> <p>3. Project Case Solutions Identification and evaluation of critical customer project cases. See next page!</p> <p>4. Scorecard Measures Possible measures to evaluate conversion success.</p> <p>5. Productive Mode Switches Identification, evaluation and proposal of ways in day-to-day business: trainings, individual roadmaps, transfer to routine tasks, integration existing systems and procedures</p>	<p>Effects in the >Crossing Result Levels</p> <p>1. Personal Growth Probable outcome in higher motivation, new strengths, better use of existing strengths, more personal competence.</p> <p>2. Project-Quality Probable outcome in higher effectiveness and efficiency in all project roles, more security for reaching project goals.</p> <p>3. Business Success Probable outcome for business success.</p> <p>4. Guarantee Proposal of actions and frameworks to guarantee organizational development</p>

For more details have a look to <http://www.managementcrossing.com>, choosing Customer Project >Crossing

Example: Our background knowledge in the **Customer Project Management Audit.**

6/13

The new dimension: Management Crossing

The critical **Customer Project Cases** (that are the relevant customer project situations responsible for success) are identified and evaluated. This headline-list gives an impression of our audit background:

- **Establishing entrepreneurial customer order management**
- **Clarifying and co-ordinating customer projects entirely**
- **Having constant planning cycles**
- **Dealing efficiently with customer project risks**
- **Managing customers, partners and subcontractors**
- **Activating the customer project organisation**
- **Running customer projects contractual and profit-oriented**
- **Using change management and escalation as a chance for project optimization**
- **Closing-out the project, de-briefing project people, inquiring of customer satisfaction**
- **Interpreting contracts the right way**
- **Increasing project success by active claim management**
- **Optimizing and accelerating customer projects**
- **Communication, co-operation, influencing, gaining control, organization techniques**
- **Qualifying project people and support functions**
- **Managing the international and intercultural customer project**
- **Optimizing project capacities, multi projecting**
- **Maximizing use of functional competencies and responsibilities**

What you get from a >Crossing Business Audit. (1)

The new dimension: Management Crossing

A. Quality of analysis

A.1 Analysis of relevant strengths and weaknesses, identification of deficiencies

>Crossing Business Audit Results	
<ul style="list-style-type: none"> ▪ Techniques, Processes ▪ In- and Ex-Company Best Practices ▪ People's Knowledge and Business Requirements ▪ In- and Ex-Company Methods and Systems 	<p style="text-align: right; font-size: small; color: green;">>Crossing added value 1</p> <ul style="list-style-type: none"> applied, benchmarked, needed identified, characterized, to be applied installed, to be discovered, needed installed, available, needed

A.2 Specification of success drivers, analysis of critical cases important for success, priorities

Driver 1: First/Fast Success Steps	identified, suggested
Driver 2: >Crossing Cases	identified, evaluated
Driver 3: Best Practices to be Exchanged	identified, suggested
Driver 4: Scorecard Measures for Success Control	identified, suggested
Driver 5: Productive Mode Switches	identified, suggested

>Crossing added value 2

A.3 Effects in the >Crossing Result Levels

▪ Personal Results	possible outcome for people
▪ Business Results	possible outcome for business
▪ Company Results	possible outcome for the company
▪ KSV Knowledge & Solutions Improvement Potential	KSV: status and goals

>Crossing added value 3

What you get from a **>Crossing Business Audit**. (2)

8/13

The new dimension: Management Crossing

B. Thourough documents

B.1 In-Process-Findings

- Blueprints for actions are provided even before the deadline of final results.

B.2. Final Results

- A Management summary
- A communication strategy
- A detailed document (30-80 pages), written along the >Crossing Business Audit structure:
 - Detailed analysis
 - Concrete proposals, weighted according success probabilities
 - Comparisons to benchmarks and profiles your company has established
 - Attachments, which provide specifics
 - Applied methodology

The audit process is always tailored to meet the needs of the company, the positions concerned and the people involved. Take this for a general trail:

Steps

- 1. Preliminary analysis** Structures, systems, procedures, deficiencies, documents, requirements, policies, audit questionnaire
- 2. Requirements and preparation workshop** Identification of: detailed audit requirements, people and stakeholders; audit trail planning, fixing the audit scope
- 3. Audit announcements, kick off**
- 4. Training of audit personnel, barrier removal, establishment of environmental readiness**
- 5. Detailed Reviews** Meetings, analysis, interviews, attendance of meetings, self assessments
- 6. More reviews and analysing work**
- 7. Final findings workshop**
- 8. Presentation and feedback to participants** **done in 4-6 weeks**

Why you should choose the **>Crossing Business Audit**.

10/13

The new dimension: Management Crossing

The **>Crossing Business Audit** is based on a specific **>Crossing Business Move**. A branded credo shows the way, including **three added values**:

Merge Forces ..

.. to Drive ..

.. Excellent Results.

Added Value 1

The audit considers a very range of relevant management techniques, systems and management approaches.

Much more than in a traditional audit !

Added Value 2

We know the drivers relevant to put things to practice. The audit identifies the cases critical for business success.

That makes it exclusive compared to other reviews !

Added Value 3

The audit maximizes the outcome by heading on maximum four result levels.

So you get **a multi-level idea about what the recommended actions will bring about !**

In which situation a **>Crossing Business Audit** should be run ?

11/13

The new dimension: Management Crossing

The audit is useful for companies that encounter one or more of these challenges:

Indicate your reasons

- Reaching a self-defined major "turning point" in business development
- Entering into changing strategic orientation
- Facing a mergers & acquisitions phase
- Considering major structural or programmatic changes and reorganisations
- Experiencing a period of uncertainty resulting from not successful management change and
 business programs
- Wanting more success from management improvement investments
- Needing to increase the effectiveness and efficiency of structures, processes, procedures,.....
 business situations and programs because of market requests or profit improvements
- Changing of top management people

Therefore, companies wish ...

- to have an effective scanning of strengths and weaknesses, potentials and development
 needs as a basis for further strengthening of competencies and abilities,
- to assist people and management in reflecting current procedures using a neutral
 evaluation,
- to look at individuals and / or teams in order to give the best support in utilizing human
 resources.

The Management Crossing Pathways.

12/13

The new dimension: Management Crossing

To merge existing strengths and techniques for better results, **Management Crossing offers 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 (in- or exhouse).
Online Seminar	To learn the fundamental Management 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 the ...

>Crossing Business Audit

A Way like Having Success.TM

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

<http://www.managementcrossing.com>

Or contact us:

MEMCO Mempel Management Consulting

Dipl.-Wirt.Ing. Günter Mempel

Burgunderstrasse 20 * D-64668 Rimbach/Heidelberg * Germany

<http://www.managementcrossing.com> * info@managementcrossing.com * Phone +49 (0) 6253 990 577 * Fax +49 (0) 6253 990 579