people • productivity • profitability

## Unlock hidden potential

Workers spend 1.7 days a week on unproductive activities and the critical barriers in the way of greater productivity are human related.

Supervisors are the first level of management, but they spend only 10% of their time on active supervision and training to improve productivity. Companies clearly need to change the way they are working at the moment, yet 70% of all change projects fail to deliver the desired results.

For change to be swift, long lasting and perpetuated by the employees themselves, they need to be ready, willing and able to change.



CHANGE MANAGEMENT

27.4% 33.9% High staff turnover 19.9% Work for self Passive 16.0% supervision 21.5% Available Internal communications to help 25.1% 18.5% Lower employee motivation and morale 21.2% Red tape 21.9% Training 4 of 6 are people-related Active supervision Communications Only 10.1% of time spent Workforce related on active supervision Management External +



Successful change

To put your project among the elite 30% that successfully deliver a step change in performance, you must be:

**Ready for change** Confidence, motivation, direction, alignment, sponsorship, capacity

**Willing to change** Attitude, participation, effort & reward, engagement, commitment

**Able to change** Process, tools, skills, roles, metrics, information

More on managing change www.alexanderproudfoot.com