

TURNAROUND 7 Top Tips For a Successful Turnaround-Project

You may know the following situation: You are submerged under water, breathing through a straw which is just above water level. One high wave and air will become scarce.

This is the time for a turn-around. The good news: There is no question whether or not something has to be done. If you want to give your turn-around the right direction, the following seven tips based on our comprehensive project experience in dealing with turn-arounds – back to profitable growth.

1. Be candid: Create a sense of urgency throughout the whole organisation.
2. No excuses: Make top management play an active part in the project organisation.
3. Make it top priority: Identify one turnaround project and concentrate on it.
4. No secrets: Share every piece of useful information within the project team.
5. Deliver quality: Don't lower the company's standards.
6. Give power to sales: Focus on market needs, not only on costs.
7. Get rid of boycotters: Do it instantly and do it at all costs.