

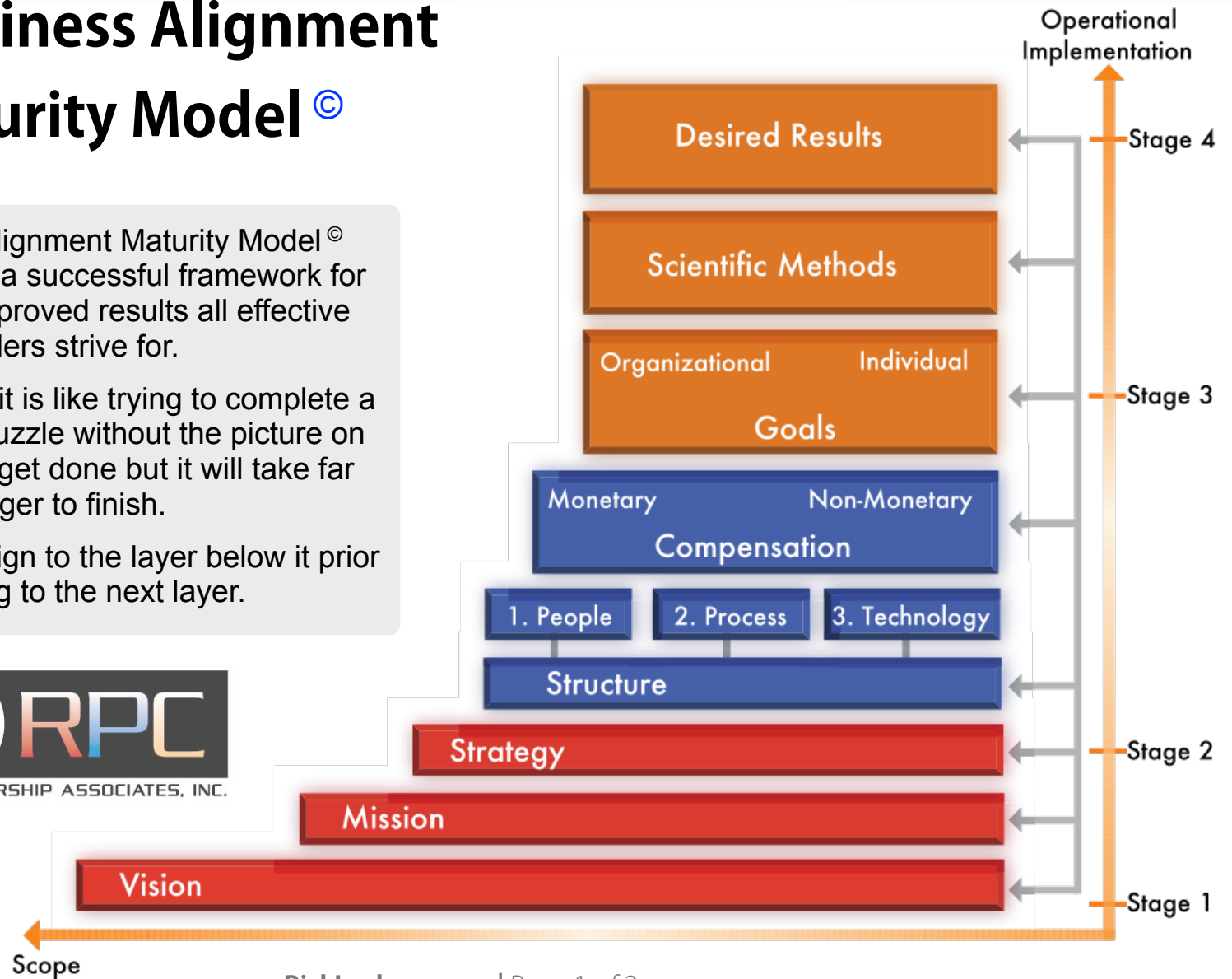
Results!

The Business Alignment Maturity Model ©

The Business Alignment Maturity Model © [BAMM] provides a successful framework for achieving the improved results all effective leaders strive for.

Operating without it is like trying to complete a thousand piece puzzle without the picture on the box. It might get done but it will take far longer to finish.

Each layer must align to the layer below it prior to moving to the next layer.





Results!

The Business Alignment Maturity Model ©

Vision – Your Vision outlines the organizational or personal direction for the future. Think of it as your “North Star” for the next 5 years.

Mission – Your Mission Statement adds more specificity to how you will accomplish your Vision over the next 2 to 3 years.

Strategy – Your Strategy speaks to how you will execute against your competition or your personal barriers during this business cycle (typically this current year).

Structure – Most organizations are organized vertically around processes that work horizontally. Structural alignment occurs when People, Processes and Technology work with the Strategy, not at cross-purposes with it.

1. People: *Organizations must continuously assess whether their people are capable and compatible with the Strategy, especially as it evolves.*

2. Process: *It is said that bad processes can ruin good people. Organizations must align their processes with the right people not the other way around.*

3. Technology: *Technology supports people and process. Organizations must ensure their technology is supporting, not inhibiting the Strategy.*

Compensation – Since Success comes from a positive change in Behaviors and Habits, how will you incent the right behaviors for your organization and/or yourself?

Goals – These are specific and detailed objectives required to successfully execute the Strategy. They are accompanied by Action Steps to outline in detail Who does What by When.

Scientific Methods – Along with Who, What and When you also need to determine How you will measure your progress toward your Strategy.

Results – The culmination of your planning and execution! The Business Alignment Model helps you articulate the Results in the context of your Strategy and ultimately your overall Vision.