



# Cisco OPS Strategy Execution Workshop Day 1



# Strategy Execution: Pop Quiz

Xxxxxx xxxxx xxxxxxxxxxxx xx xxxxx x  
xxxxxxxx xx xxxx xxxxxxxxxxx xxxx xxxxx  
xxxxxxxx xxxxxx xxxx x xxxx

strongly disagree

strongly agree

① ② ③ ④ ⑤

Xxxxxx xxxxx xxxxxxxxxxxx xx xxxxx x  
xxxxxxxx xx xxxx xxxxxxxxxxx xxxx xxxxx  
xxxxxxxx xxxxxx xxxx x xxxx

① ② ③ ④ ⑤

Xxxxxx xxxxx xxxxxxxxxxxx xx xxxxx x  
xxxxxxxx xx xxxx xxxxxxxxxxx xxxx xxxxx  
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Xxxxxx xxxxx xxxxxxxxxxxx xx xxxxx x  
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Xxxxxx xxxxx xxxxxxxxxxxx xx xxxxx x  
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xxxxxxxx xxxxxx xxxx x xxxx

① ② ③ ④ ⑤

# What is Strategy Execution?

## Strategy Execution

- Is the **alignment** and **integration** of your team's activities and goals with the broader organization's strategy
- Is the continuous process of **understanding, translating** and **communicating** organizational strategy

**... to achieve your business results**

# SE Workshop Objectives

- XXXXXX XXXXX XXXXXXXXXXXX XX XXXXX X XXXXXXXX XX XXXXXXXX XXXXXXXXXXX  
XXXX XXXXX XXXXXXXX XXXXXXX
- XXXXXX XXXXX XXXXXXXXXXXX XX XXXXX X XXXXXXXX XX XXXXXXXX  
XXXXXXXXX XXXX XXXXX XXXXXXXX XXXXXXX XXXX X XXXX
- XXXXXX XXXXX XXXXXXXXXXXX XX XXXXX X XXXXXXXX XX XXXXXXXX XXXX  
XXXX XXXX XXXXX XXXXXXXX XXXXXXX
- XXXXXX XXXXX XXXXXXXXXXXX XX XXXXX X XXXXXXXX XX XXXX  
XXX XXXXXXXX XXXX XXXXX XXXXXXXX XXXXXXX XXXX

# Strategy Execution Windowpane

Day 1	Day 2
<p>Focus on Vertical Alignment</p> <ul style="list-style-type: none"><li>▪ XXXXXXXX XXXXX XXXXXXXX</li><li>▪ XXXXXXXX XXXXX XXXXXXXX</li></ul>	<p>Focus on Horizontal Alignment</p> <ul style="list-style-type: none"><li>▪ XXXXXXXX XXXXX XXXXXXXX</li><li>▪ XXXXXXXX XXXXX XXXXXXXX</li></ul>
Lunch	Lunch
<p>Cisco Unified Strategy</p> <ul style="list-style-type: none"><li>▪ XXXXXXXX XXXXX XXXXXXXX</li><li>▪ XXXXXXXX XXXXX XXXXXXXX</li><li>▪ XXXXXXXX XXXXX XXXXXXXX</li></ul>	<p>Strategy Execution During Continuous Change</p> <p>Application Commitments</p>
End of Day	Workshop Close

SE Action Plan

# Introductions

- Name
- Organization and Role
- How long with Cisco

# Business Imperative – The Why, What & How

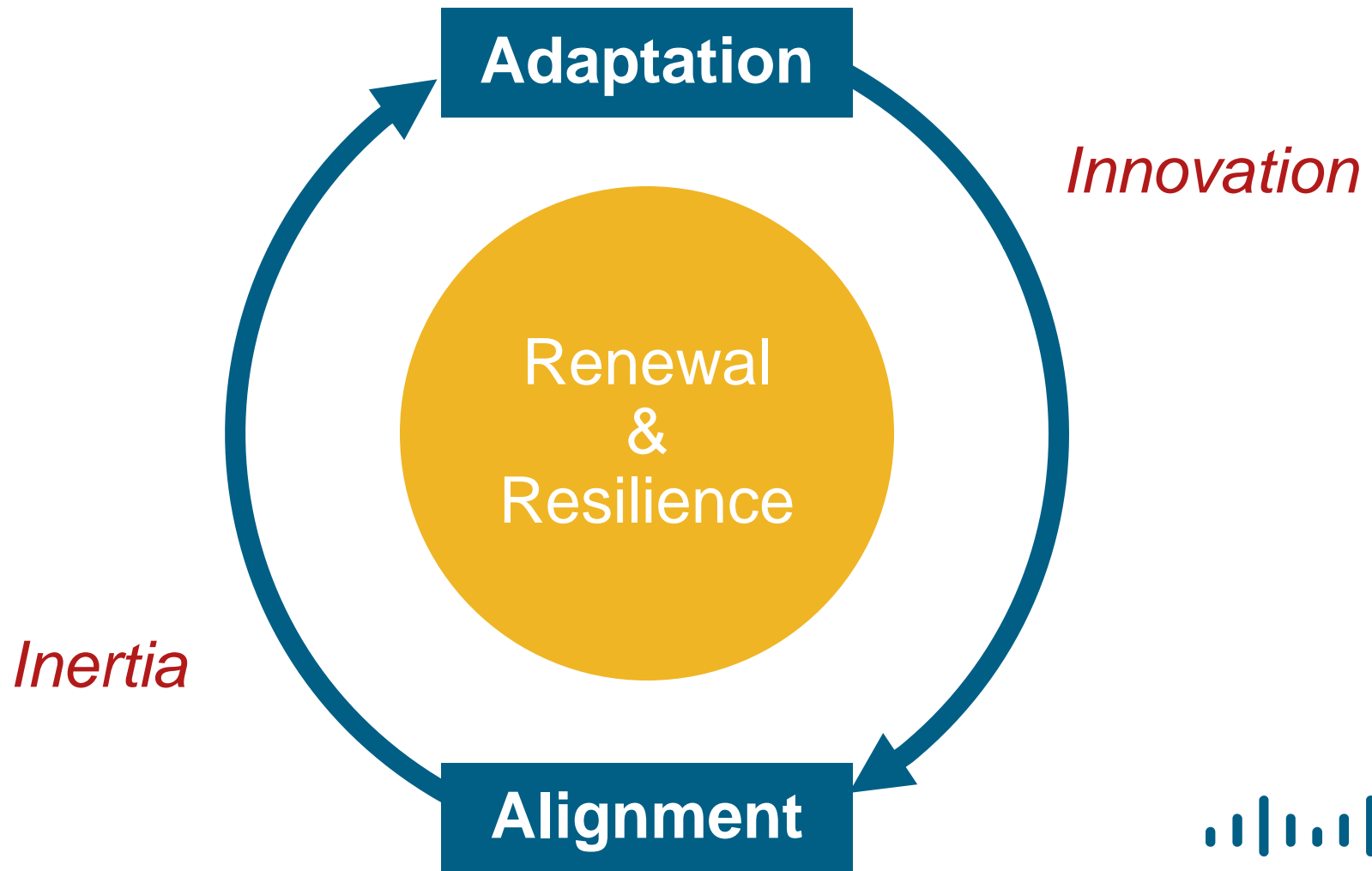


# Why are we talking about strategy?



# The Cycle of Sustainable Success

*Building a Business to Lead and Last*



# How are we going to make that shift?

- Xxxxxxxx xxx xxxxxxx x xxxxxxx xx xxxxxxxxxxx
- Xxxxxxxx xxx xxxxxxx x xxxxxxx
- Xxxxxxxx xxx xxxxxxx x xxxxxxx xxxxxx xxx
- Xxxxxxxx xxx xxxxxxx x xxxxxxx
- Xxxxxxxx xxx xxxxxxx x xxxxxxx xxxxxx

# Call to Action



# Business Imperative for Strategy Execution

What strategy execution challenges do you face?

# Business Imperative for Strategy Execution

What strategy execution challenges do you face?

**HORIZONTAL**

Stakeholders

Collaborating  
With Others

**V  
E  
R  
T  
I  
C  
A  
L**

Understanding  
the Vision &  
Strategy

Translating  
Strategy to Local  
Situation

# Introduction to Strategy Execution Activities



# Strategy Execution Model: Four Ongoing Activities

**Vertical  
Alignment**

**Understand  
Vision, Strategy,  
Execution**

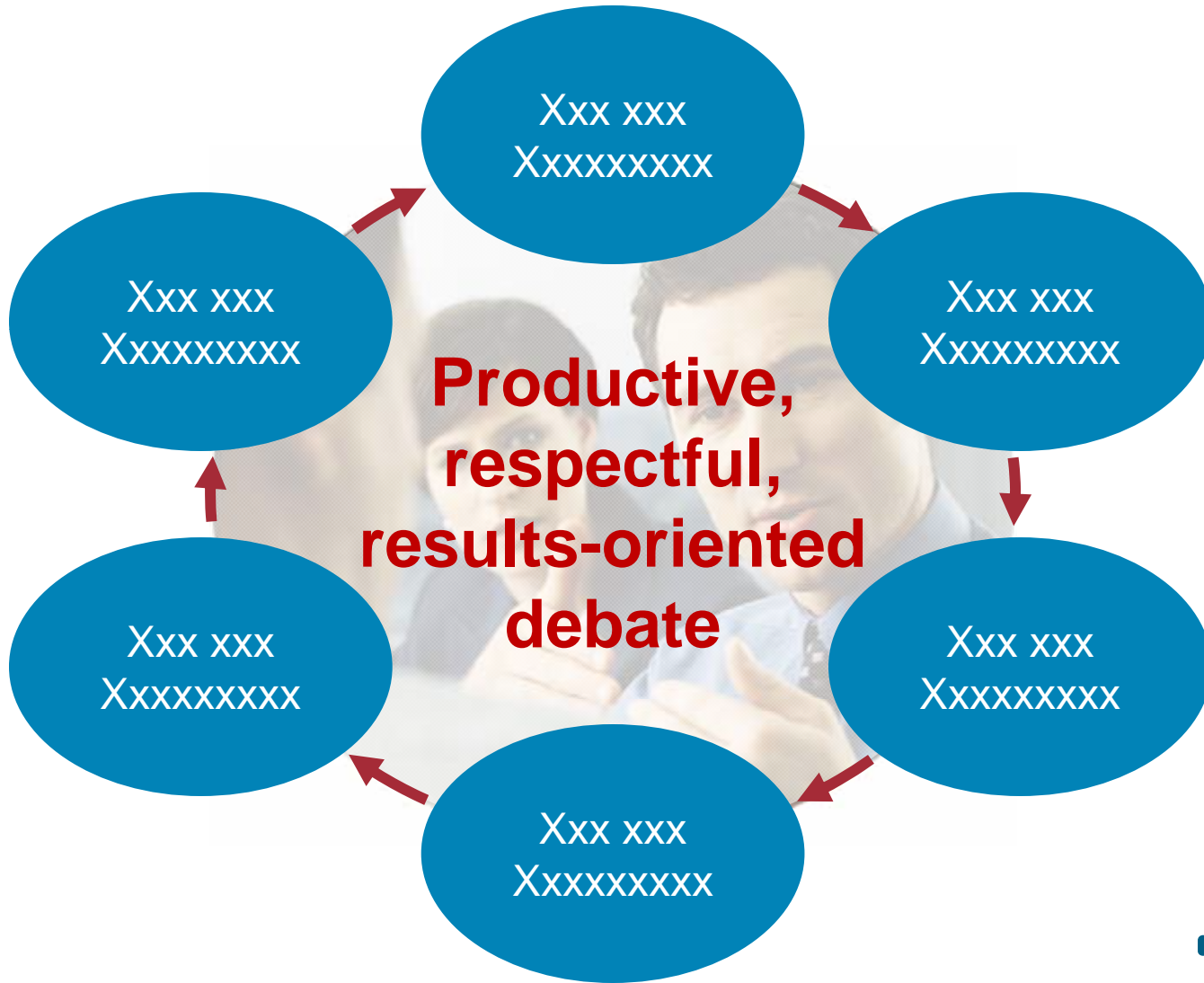
**Translate  
Xxx Xxxxxx  
Xxxxxx**

**Manage  
Stakeholders**

**Collaborate  
to Achieve  
Results**

**Horizontal  
Alignment**

# Robust Dialogue – Techniques



# Vertical Alignment

## Vertical Alignment

Understand  
Vision, Strategy,  
Execution

Translate  
Xxx Xxxxxx  
Xxxxxx

## Vertical Alignment

XXXXXXXXXXXX XXXXXXXXXXXXXXXX  
XXXXXXXXXX XXXX XXXXX  
XXXXXXXXXXXX, XXXXXXXXXXXX XXX  
XXXXXX XXX XXXX XXXX

Manage  
Stakeholders

Collaborate to  
Achieve Results

Horizontal  
Alignment

# Horizontal Alignment

Vertical Alignment

Understand  
Vision, Strategy,  
Execution

Translate  
Xxx Xxxxxx  
Xxxxxx

## Horizontal Alignment

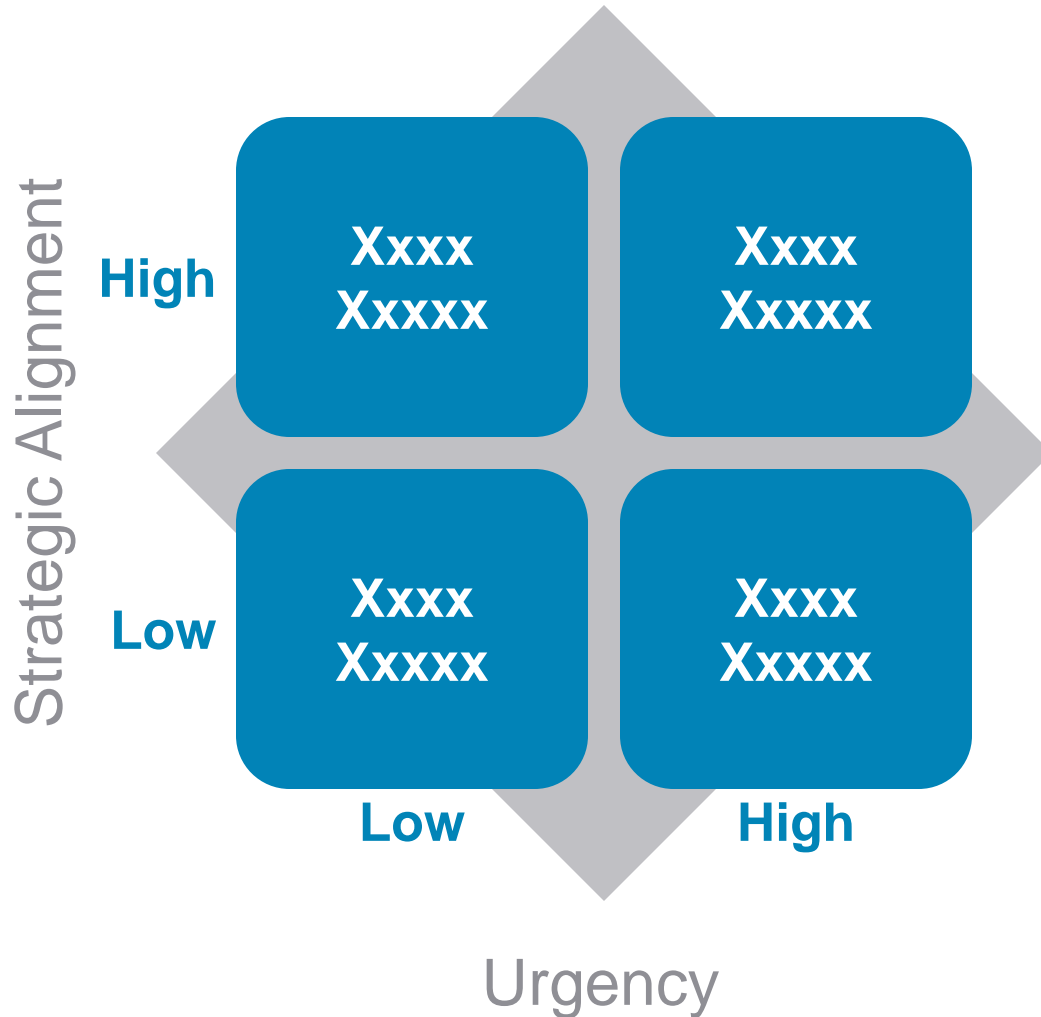
XXXXXXXXXXXX XXXXXXXXXXXXXXXX  
XXXXXXXXXX XXXX XXXXX  
XXXXXXXXXX, XXXXXXXXXXXXX XXX  
XXXXXX XXX XXXX XXXX

Manage  
Stakeholders

Collaborate  
to Achieve  
Results

Horizontal  
Alignment

# Managing Priorities



XXXXXXXXXXXXX  
 XXXXXXXX XXX  
 XXXXXXX XXXX  
 XXXXXXXXXXXX XXXXX  
 XX XXXXXXXXXXX  
 XXXXXXXXXXX XXX XXXX  
 XXXXXXXX