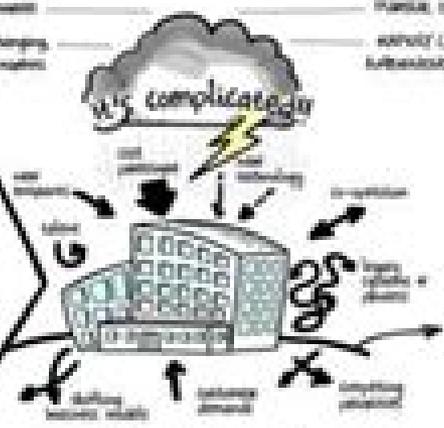


STRATEGY AS SIMPLE RULES

Performance goal	Partisanship	Long-term investment	Account
Strategic function	Where should we be?	What should we be?	Self-Service PBX Process?
Strategic Logic	Establish Position	Leverage Advantages	Market Opportunities
Plans best in	Steady Stepping, self-contained matrix	Adaptively Stepping, self-contained matrix	Market Leadership, Leverage Advantages



When business was simple, companies could afford complex strategies. Now that business is complex, they need to simplify. Smart companies have done that with a new approach. A few straightforward, hard & fast RULES that define direction without confusing it.



TRANSLATE STRATEGY TO SIMPLE RULES

DON'T MAKE THEM TOO BROAD.
"We encourage flexibility & innovation" won't do it. You have to provide CONCRETE guidance.

DON'T MAKE THEM TOO VAGUE.
"All investments must deliver an ROI" won't do it. It does not set priorities.

DON'T LET THEM GO STALE.
Once a rule no longer works, get rid of it.

- How-to-rules** → Spell out key features of how a process is executed - what makes one process unique → Staff must consist of technical experts, every question must be answered on the first call or email, and KAO staff must rotate through customer service → **Alcatel's Customer Service Rule**
- Boundary-rules** → focus managers on which opportunities to pursue + which are outside the pale → Companies to be acquired must have no more than 75 employees, 75% of them must be engineers → **CISCO's Acquisition Rule**
- Priority-rules** → help managers rank the accepted opportunities → manufacturing capacity allocation is based on a product's gross margin → **Intel's Capacity Allocation Rule**
- Timing-rules** → synchronize managers with the pace of emerging opportunities within other parts of the company → project teams must leave when a product must be delivered to a leading customer to win, and the development time must be less than 18 months → **NORTEL's Product Development Rule**
- Exit-rules** → help managers decide when to pull out of yesterday's opportunities → if a key team member - manager or not - chooses to leave the project for another within the company, the project is killed → **oticon's Stop Rule**

DON'T MAKE THEM aimLESS
These are execution rules in cultures that destroy value. "Everyone has a say" can slow you down. Root out the mindless, execution rules.

Simple Rules How To Thrive In A Complex World

Minjie Lin



Simple Rules How To Thrive In A Complex World:

Unveiling the Power of Verbal Art: An Mental Sojourn through **Simple Rules How To Thrive In A Complex World**

In a world inundated with screens and the cacophony of instant connection, the profound energy and psychological resonance of verbal art usually fade in to obscurity, eclipsed by the continuous barrage of sound and distractions. However, located within the musical pages of **Simple Rules How To Thrive In A Complex World**, a fascinating perform of literary elegance that impulses with fresh emotions, lies an wonderful journey waiting to be embarked upon. Penned by way of a virtuoso wordsmith, that enchanting opus courses visitors on an emotional odyssey, delicately exposing the latent potential and profound affect stuck within the complicated internet of language. Within the heart-wrenching expanse with this evocative analysis, we will embark upon an introspective exploration of the book is central styles, dissect their interesting writing design, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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