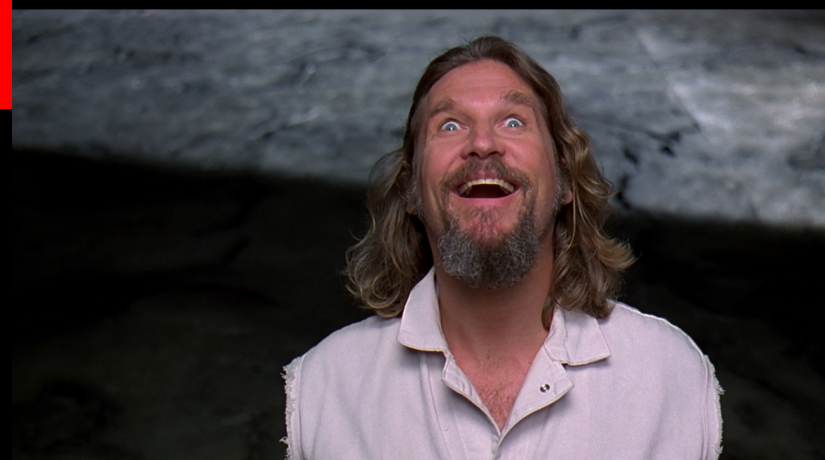
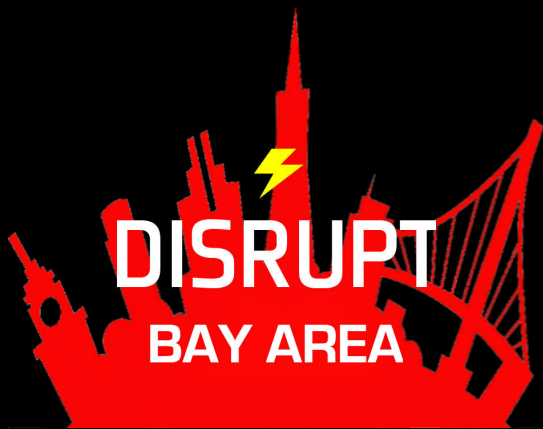


Scott Hamilton

CEO, Nextworks Strategic
#enpforum



*A New Strategy That Gets People
HIGH*



@DisruptHR_SFO

My other role...

9 Years, 227 Forums

C-suite/Key Leader

Collaborations

726 Speakers,

Over 26,187 Attendees

University of
California Irvine

Applied Innovation

EXECUTIVE NEXT PRACTICES
Connect · Collaborate ·



Disruption.. Is everywhere



UBERIZED

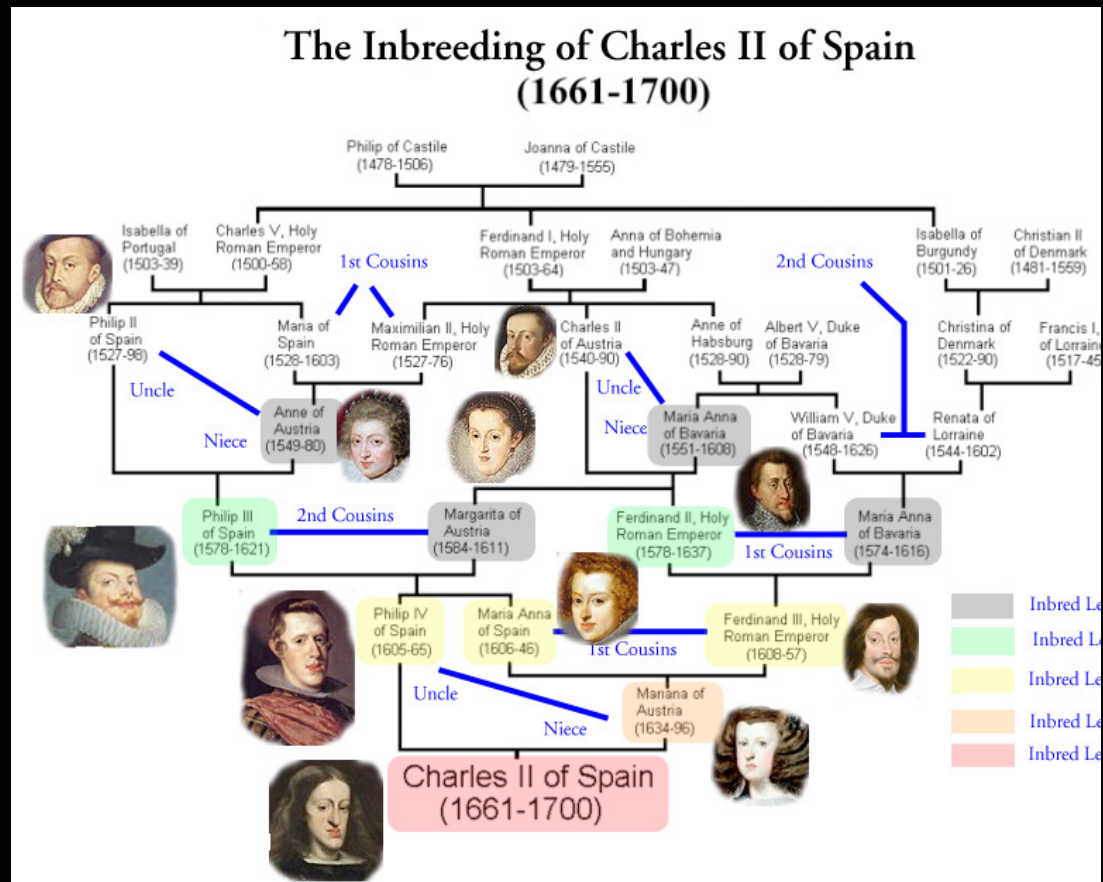
Concerns
Man!

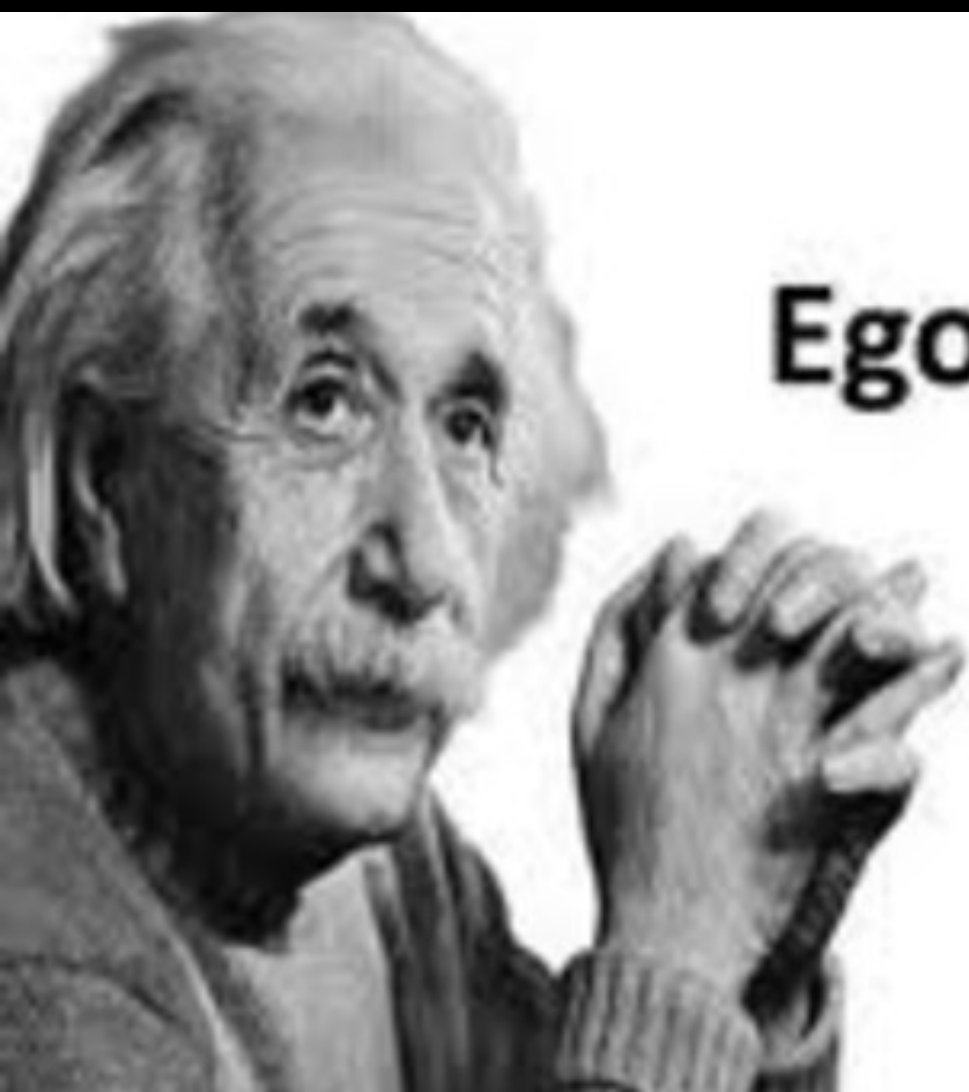


Can you stay
ahead your
workforce &
customers?



Will In-Breed
ideas really
power your next
successful
moves?





$$\text{Ego} = \frac{1}{\text{Knowledge}}$$

*"More the Knowledge
Lesser the Ego,
Lesser the Knowledge
More the Ego..."*

You already speak the language... so take charge



Value Proposition

Capitalization

EBITA

Board dynamics

In depth knowledge of markets

Customer pains

PE ratio

Liquidity

Etc..

The old model is long gone...





STEP 1.

Move beyond yesterday's strategic planning approach

**Keeping an
empty chair
so the
customer is
always in the
room**



Step 2.
Re-visit your
Organization's
Vision and
Purpose

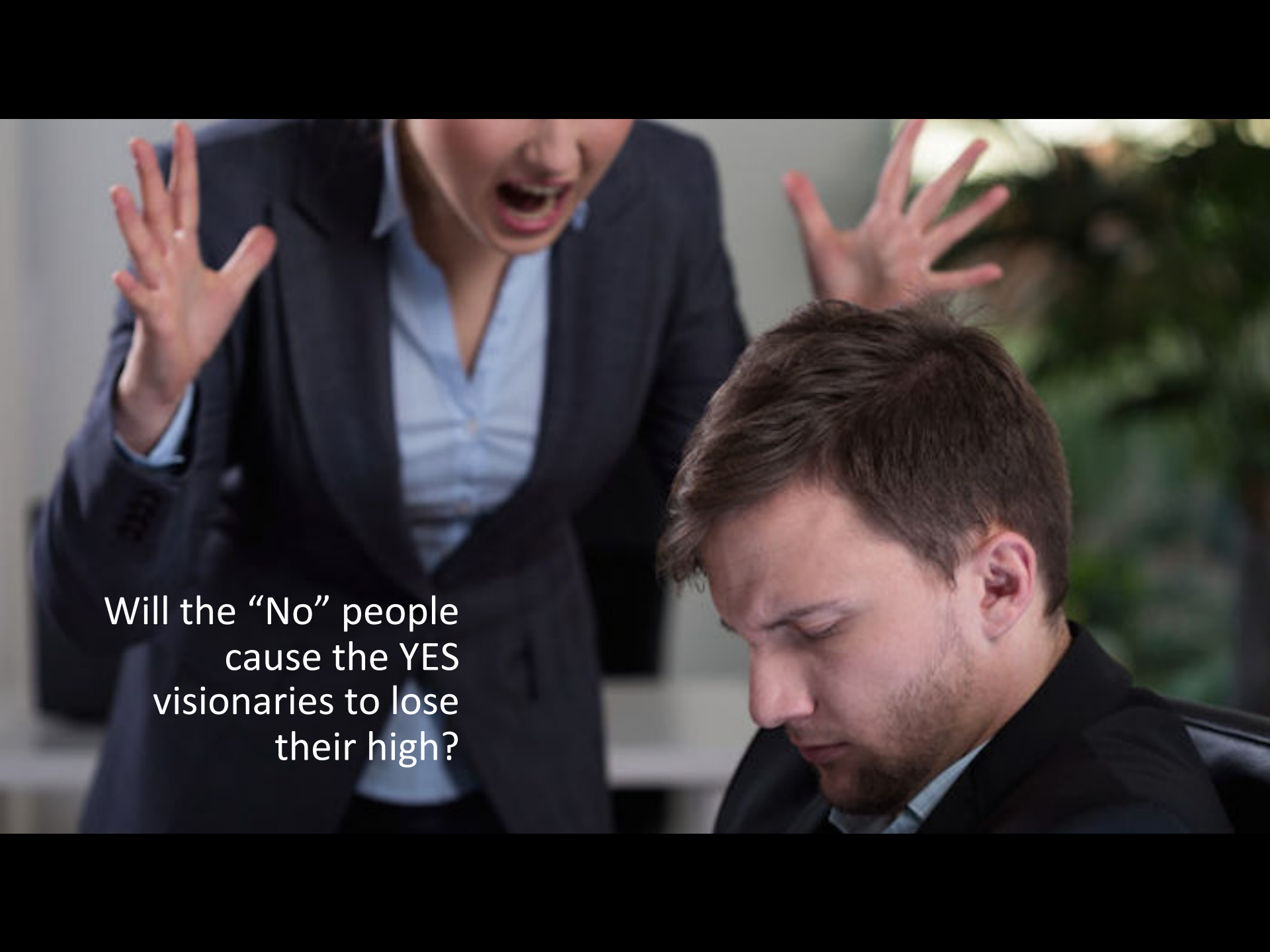


You have the
ear of the CEO
already...?



Step 3.
Enlightened
cross & vertical
functional
representation

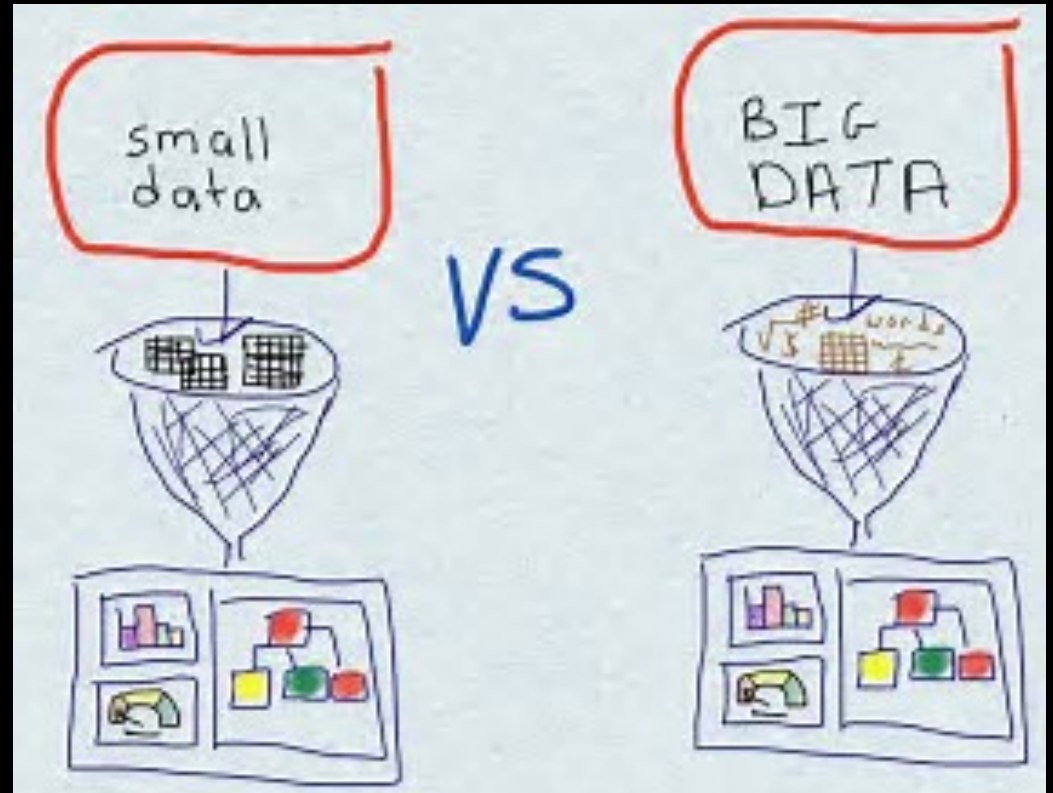


A woman in a dark suit and light blue shirt is standing in the background, shouting with her mouth wide open and her hands raised in a gesture of frustration or anger. In the foreground, a man with short brown hair and a beard, wearing a dark suit, is looking down with a distressed or defeated expression. The background is slightly blurred, showing an office environment with some greenery.

Will the “No” people
cause the YES
visionaries to lose
their high?

Step 4.
Big Data
just ok..but,

Small Data
leads to
BIG Ideas!



Every shoe on
the rack ...or the
one that fits your
customer or
employee?






Step 5 – Get Moving ... on the
right things

Best Player Focus or Exit Interview?



A man with long, wavy brown hair and a beard is reclining on a large, brown leather sofa. He is wearing a purple V-neck t-shirt under a light-colored cardigan with a dark geometric pattern. A patterned blanket is draped over his legs. He has a relaxed, slightly open-mouthed expression. The background is a plain, light-colored wall.

Become the
Company **CSO!**

Chief “Sage”
Officer

Leads strategic looks
at the company &
workforce—
quarterly!

Thank you!



@DisruptHR_SFO