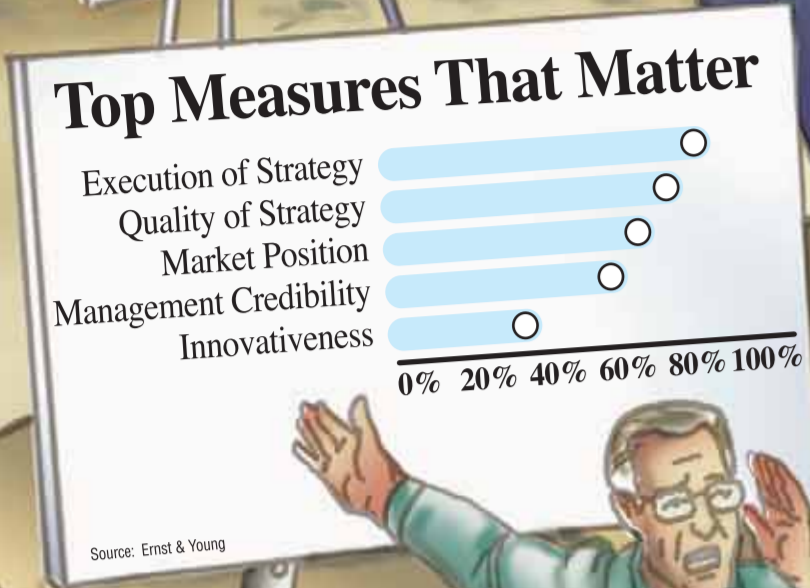


# THE CANYON

FUTURE MARKETPLACE

Fewer than 10% of well-formulated strategies are successfully executed.



**NEWS FLASH**  
70% of change initiatives fail due to people issues

The strategy is done. Now it's time for you to execute it!

## LEADERS

New Manager

5-Minute Manager

TEST INCOMPLETE

## MANAGERS

I don't know how to get my people to contribute to this!

Do as I say, not as I do.

They don't get it.

They're not aligned on what they want.

I'll do what my incentive package tells me to do.

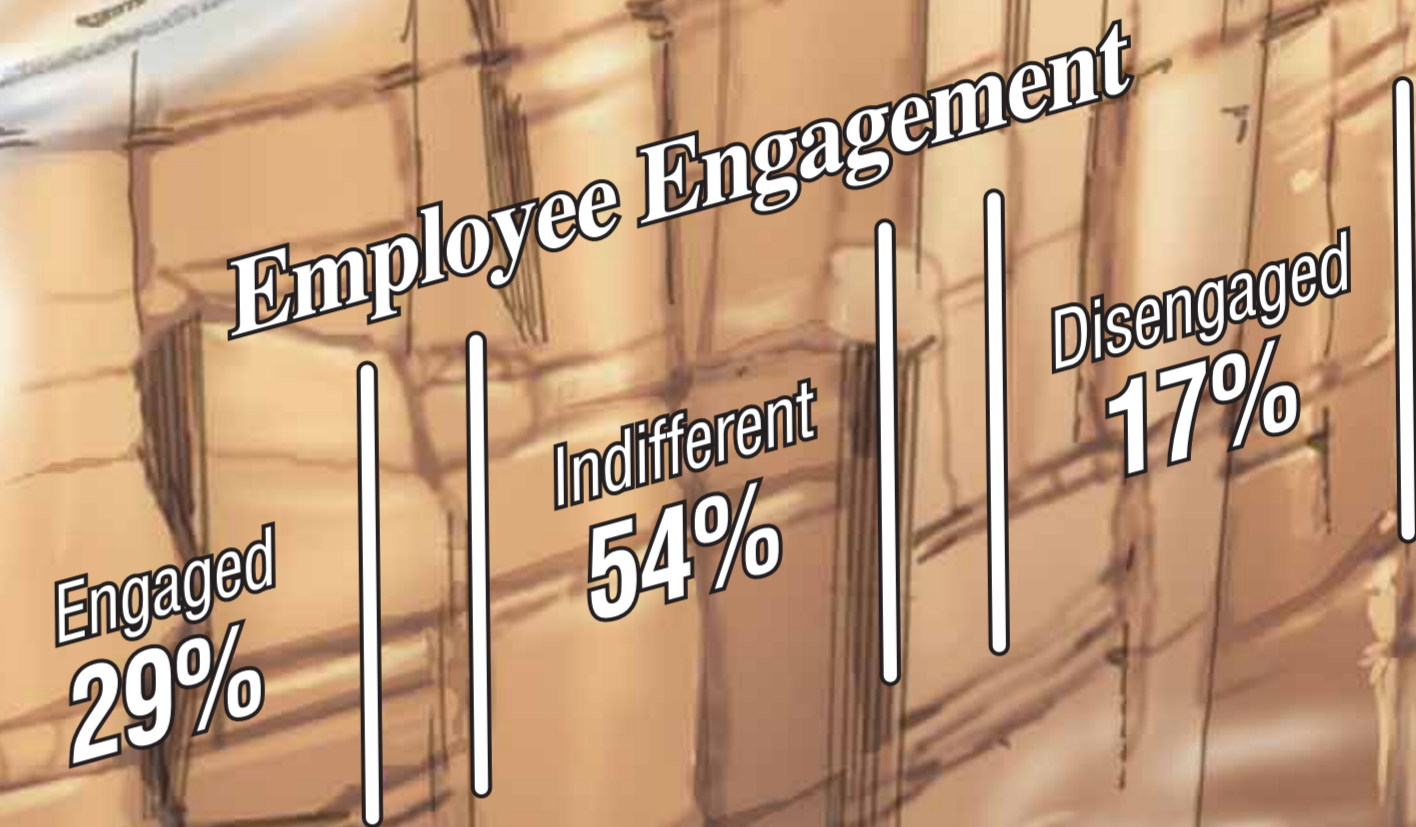
They don't listen.

I guess I'll just keep doing it the way I'm comfortable with.

I have no idea what I can do to help.

- Economic Volatility
- Increased Competition
- Globalization
- Outsourcing

- Changing Customer Demands
- Changing Workforce Demographics



Can you help me?

Customers

Is anybody home?

The majority of workers attribute only 10% of their own job proficiency to formal training – courses and books.

