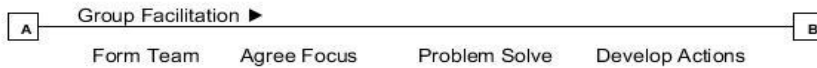


GROUP FACILITATION

CATEGORIES

GROUP FACILITATION

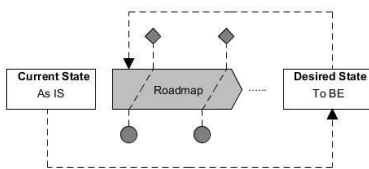
Mercor consultants are skilled facilitators assisting teams to make the right business decisions. We use structured analytical processes to accelerate the capture and analysis of information. Our facilitation style, tools and techniques ensure effective teamwork and collaboration leading to better workshop outcomes.



We facilitate processes that, develop strategic opportunities, identify value drivers, and drive decision making. We are involved in various workshops required at different project stages and work with senior managers to inculcate workshop outcomes at all levels of the business. Our methodology is typically applied in opportunity framing, organisational alignment, risk assessment, strategy and planning, value management. and lessons learned exercises.

OPPORTUNITY FRAMING

The purpose of the opportunity framing workshop is to identify the critical issues and then align all involved parties on the opportunities and outcomes that constitute a successful project.



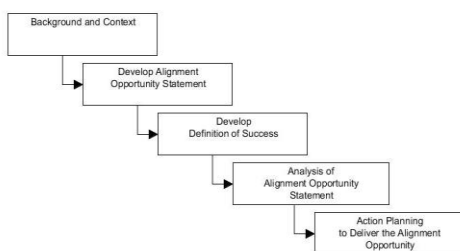
We facilitate the opportunity framing process to:

- collaboratively define an appropriate opportunity statement;
- define and agree on critical success factors and measures for the project;
- develop the roadmap to deliver success; and
- agree on an action plan going forward.

ORGANISATIONAL ALIGNMENT

We facilitate organisational alignment processes to align organisations and personnel to strategic goals and objectives, improve management systems and business processes.

Our facilitated 'alignment process' (illustrated below) is key to developing successful relationships and build robust agreements.



VALUE MANAGEMENT

Mercor facilitates value management activities to establish metrics in terms of time, cost and quality to ensure design solutions are chosen within agreed objectives and priorities to achieve best value for money outcomes. The key phases of the value management process include:

- Identification – business problem, needs, issues
- Information – risks, constraints, values
- Idea generation – generate options
- Idea evaluation – prioritisation
- Idea development – optimisation and appraisal
- Decision and implementation – roadmap
- Feedback - review, lessons learned

RISK IDENTIFICATION, ANALYSIS, EVALUATION AND TREATMENT

Mercor facilitates project teams and key stakeholders to identify strategic, tactical and operational project risks and develop strategies to effectively manage and mitigate those risks.

We develop the risk profile and management plan as well as the risk contingency allocations. The risk model is based on the AS/NZ 4360 risk management process.

BENEFITS MANAGEMENT

This process aims to ensure that the strategic imperatives and intent for a particular business need is clearly defined and is able to deliver the intended benefits. Using the business case as the means to drive the process, benefit realization ensures a compelling case for investment.

- Breakthrough Thinking
- Coaching and Mentoring
- Decision Tree
- Gap Analysis
- Impact Probability
- Multi Criteria Analysis
- Individual Development
- Opportunity Framing
- Organisational Alignment
- Problem Solving
- Risk Assessment
- Root Cause
- Structured Analytical Problem Solving
- Value Management Process
- Workshop Reporting



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