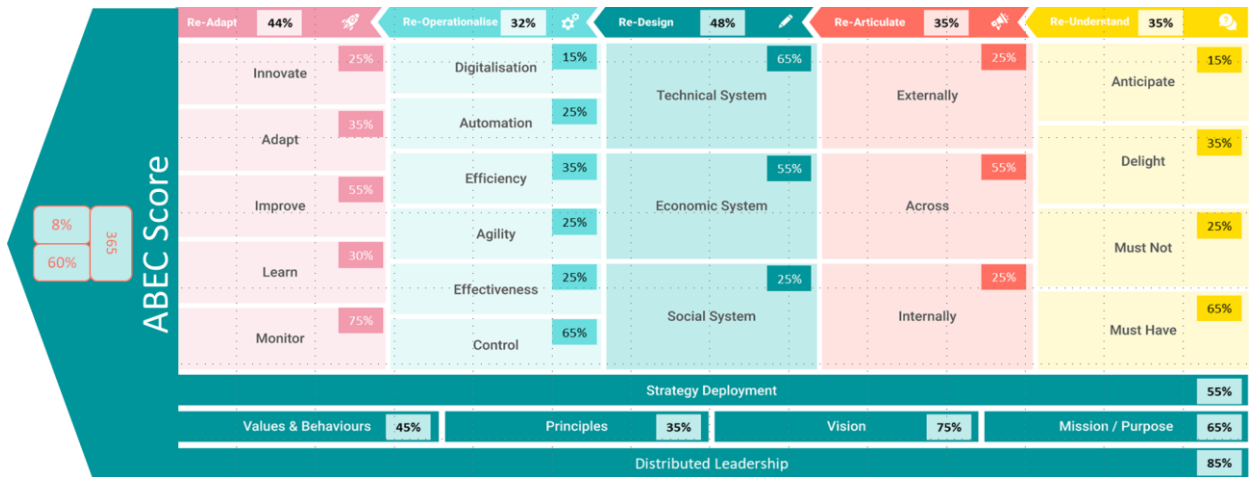


The Agile Business Execution Canvas[®] *Shining a Bright Light* *on the Dark World of* *Complex Organisations*



One of the biggest challenges facing any organisation is its ability to maximise its effectiveness and reduce dysfunctional behaviours. Effectiveness is the measure of an organisations ability to achieve what it was set up to achieve, for all stakeholders.

Understanding and improving an organisations effectiveness is one of the first steps required before targeting the other performance measures such as efficiency and productivity. Indeed, improving the efficiency and productivity of an organisation with poor effectiveness is more likely to make things worse rather than better.

The Agile Business Execution Canvas[®] (ABEC) is a scaffolding system that empowers all the people in an organisation to align and cohere their skills, enthusiasm and energies.

It facilitates the emergence of your preferred organisation from within the complex interactions that constitute our modern networked society.

It provides an analysis and measurement (ABEC Scores) of the gaps that together make up an organisations overall effectiveness & agility and it provides a roadmap for bridging these alignment gaps.

What's more, poor organisational effectiveness is one of the biggest contributors to low efficiency and productivity in organisations and it drives much of the complexity found in service and knowledge work organisations.

The frequency by which an organisation iterates the ABEC Framework is a key indicator of its overall agility.

Hopefully, someone in your organisation is speaking to your customers every minute of every day and making their lives better.

How well your people captures these interactions and feeds them back into an organisation designed to learn, improve and adapt is a key indicator of organisational vitality and future success.

<p>Adapt:</p> <p>How well does your organisation innovate and adapt to the changing needs of you, your colleagues, suppliers, customers and/or the overall economic environment?</p> <p>11</p>	<p>Operationalise:</p> <p>How well does your organisation execute the activities required to meet the needs of you, your colleagues, your suppliers and your customers?</p> <p>10</p>	<p>Design:</p> <p>How well designed is your organisation, its, processes, technologies, products and services to meet the needs of you, your colleagues and your customers.</p> <p>9</p>	<p>Articulate:</p> <p>How well does your organisation articulate these needs down & across the whole organisation and then apply that knowledge in people's jobs / roles?</p> <p>8</p>	<p>Understand:</p> <p>How well does your organisation understand who your customers are and what their needs are, now and into the future?</p> <p>7</p>
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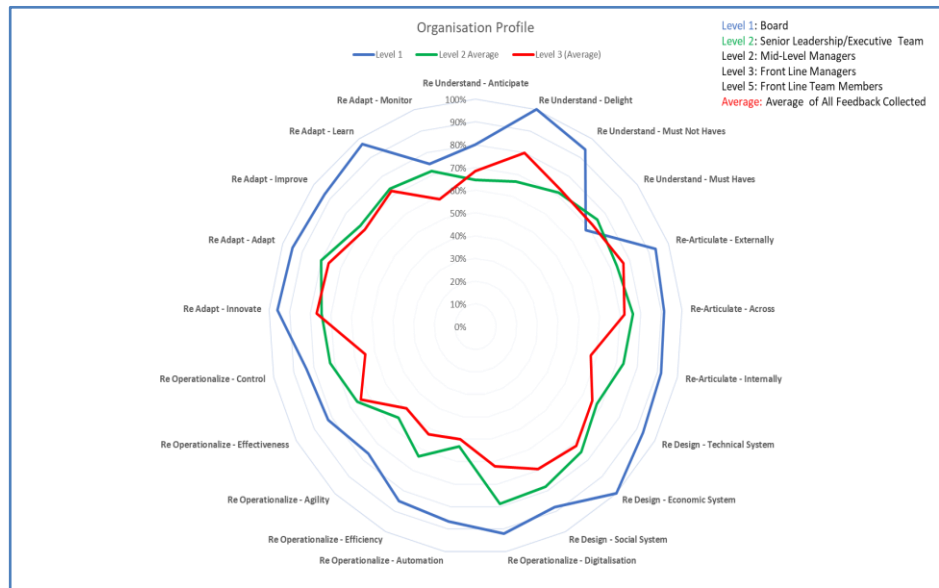


- **Strategy Deployment:** How well does your organisation engage with you in the design, deployment and execution of our organisations strategy? 6
 - **Behaviour:** How well does your organisation communicate , promote and hold people accountable for exhibiting your organisations ideal behaviours? 5
 - **Principles:** How well does your organisation communicate , promote and hold people accountable to adhering to its key principles. 4
 - **Vision:** How well does your organisation communicate and adhere to its vision with you, your colleagues, your suppliers and your customers? 3
 - **Mission / Purpose:** How well does your organisation actively promote its mission / purpose down and across the organisation? 2
 - **Distributed Leadership:** How well does your organisation distribute, align and cohere leadership excellence down and across your organisation? 1
- Foundations

Data Analytics and Insights:

The ABEC® framework is designed to capture the key gaps in the “whole” organisations effectiveness and efficiency.

When applied across the whole organisation, it provides rich feedback on the organisations ability to cohere and align its resources so as to achieve its goals and objectives with the optimum use of resources.



As much of the ABEC’s value comes from identifying the “white space” or collaboration gaps in the organisation, we strongly recommend that everybody in the organisational unit (a unit will have its own mission, vision and strategy) use the ABEC® framework to align and cohere their performance.

When completed, the data (examples shown in the Radar diagram above and the bar chart below) show the input scores from each level of the units hierarchy and the performance gaps across each key performance pillar. From these scores, a structured and coherent roadmap towards enterprise excellence can be developed that bridges these performance gaps

The ABEC framework has been designed as an extension of Osterwalder & Pigneur’s Business Model Canvas (BMC) and should be read from bottom to top and right to left.

The frequency by which an organisation iterates the ABEC Framework is a key indicator of its overall agility.

ABEC Scores:

The ABEC framework therefore provides a 3 level, compound score of organisational performance:

- **Foundation Gap Score**
- **Execution Gap Score**
- **Agility Gap Score**

Business Model Canvas (Osterwalder & Pigneur)

