

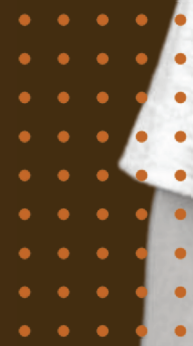
FAST
Find A Solution Today



toss the coin

Case Study

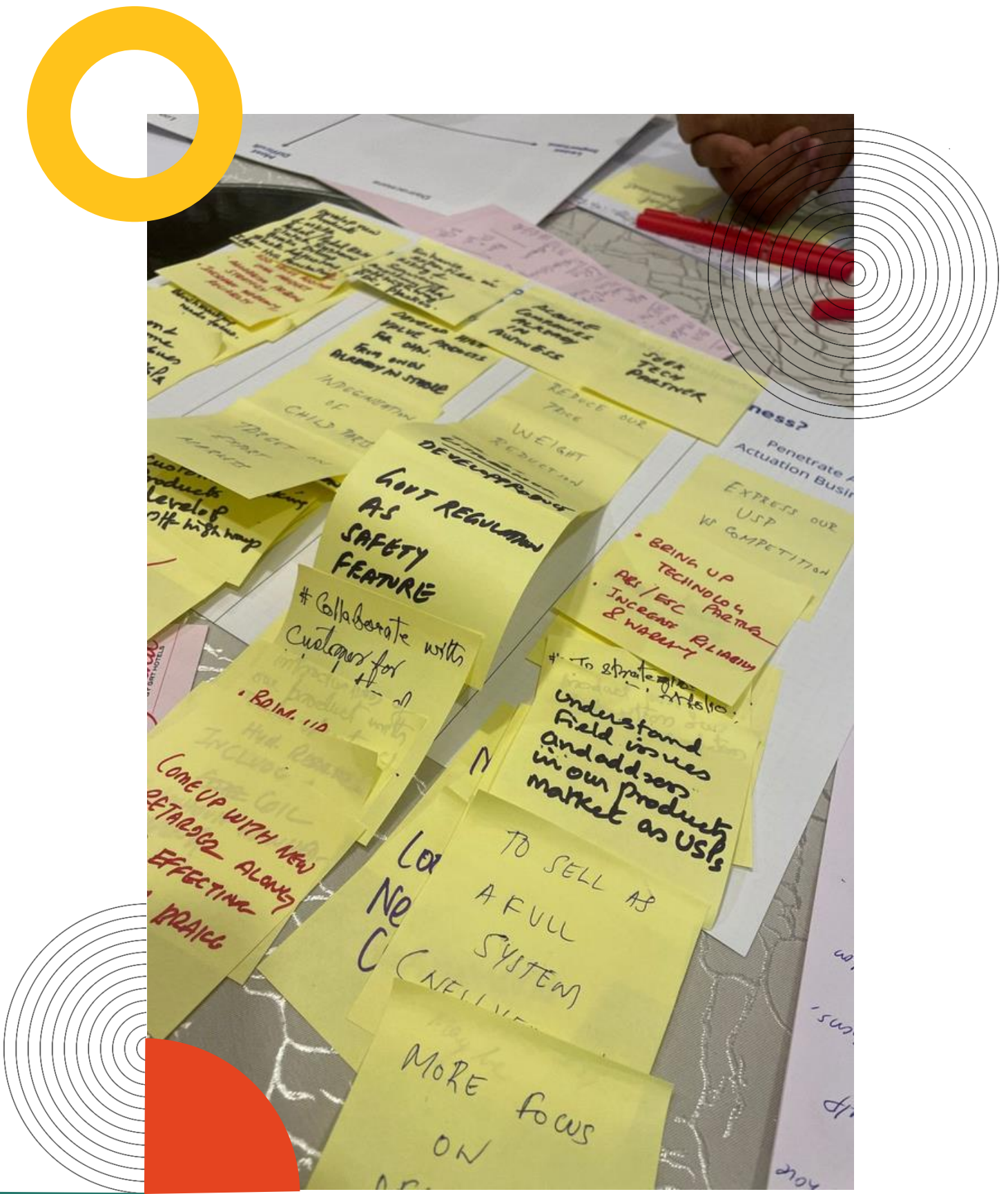
to help with strategic goal setting to meet the 5-year vision of the Company





What is F.A.S.T?

Find A Solution Today is a high-paced format of workshops by TOSS the COIN. These time-bound workshops are designed by combining multiple tools and techniques from Design Thinking, with a clear objective of delivering outcomes for your business challenge, be it in Strategy, HR, Product, Service Management, or Marketing.



... Challenge



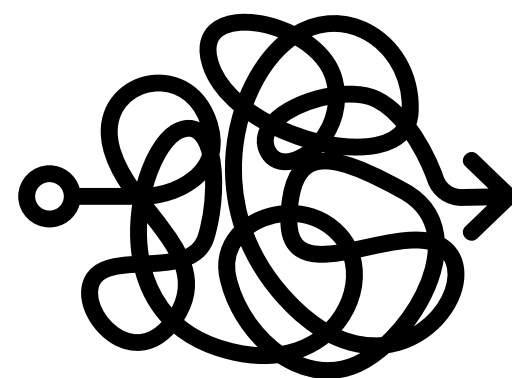
Working with Senior Leaders of the Company to help them break down the 5-year vision statement into actionable strategic goals.





About the Company

The participating organization is one of India's largest component manufacturers with an annual turnover exceeding INR 5,000 Crores. The Company has the vision to double its annual turnover in the next 5 years.



The Ask

The Management expects its Senior Leaders to understand the Company's vision and break it down into specific building blocks to deliver actionable goals for each of them.



The Workshop Flow

One-day of an immersive workshop with 40 senior leaders from across business units and departments like Production, Procurement, Supply-chain, Strategy, Products, Business Development, Sales, Channel Partners, Logistics and Delivery.

Pre-Kickoff

- Context & expectation setting: by client
- Identify participants: by client
- Pre-group participants
- Reframe and break down the business challenge

Setting Framework

- Step-by-step framework for the workshop
- Review by client
- Insights and gaps analyzed

F.A.S.T Workshop

- Workout your creative muscles
- Understand the problem solver's mindset
- Identify obstacles
- Idea generation
- Affinity mapping
- Idea matrix mapping
- SMART goals and objective
- Final presentations

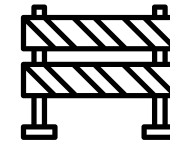
... Detailed Workshop Modules



Understanding problem solver's mindset

One of the major challenges for the Business Unit heads was that the Leaders were all siloed into departments and could not find a way to break out of those. The module on Problem Solvers helped the participants the need to become a problem solver, which is larger than their individual roles.

To ensure that they understood this, a fun exercise was done using LEGO building blocks, giving them the right tools to implement what they learned.



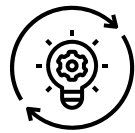
Getting rid of obstacles

The goal-setting module started with a session on getting close to their obstacles. It is the human psyche to want to discuss problems first, and we wanted to get that out of their system in a systematic method. The tool did not allow for cross-talks as it could convert into gossip and crib-sessions. Instead, it focused on the need to work Together-Alone, and unite with oneself, giving them the time and space to identify their mental blocks.

A simple tool like Crazy 8 ensured that while the session was a useful one, it did not cross over the allotted time.



... Detailed Workshop Modules



The Ideation Matrix

The teams realized that as they got their obstacles out of their system it left a lot of space to build those obstacles into ideas, and many more new ideas. This was a high-paced time bound activity that initially saw some resistance. However, when the first team completed the 12-minute exercise and found themselves with 42 possible ideas, all the other teams found their energy and inspiration and went all out for it.

The Idea Mapping Matrix gave them the right tool to understand the set of ideas that needed attention and those that can be discarded, without any space for emotions and subjectivity.



SMART Goals framework

The final module was to build SMART goals from all the shortlisted ideas. The framework allowed teams to categorize their thinking, ensuring they did not miss on any aspect. The framework also helped them identify any gaps that they may have missed during the intense ideation stage. Every team broke down their shortlisted ideas into SMART goals and actionable steps and presented this to the Management at the end of the day.

The amount of thinking, ideating, planning, and prepping was evident in the final presentations of the teams.



Outcome by numbers

40 ideas

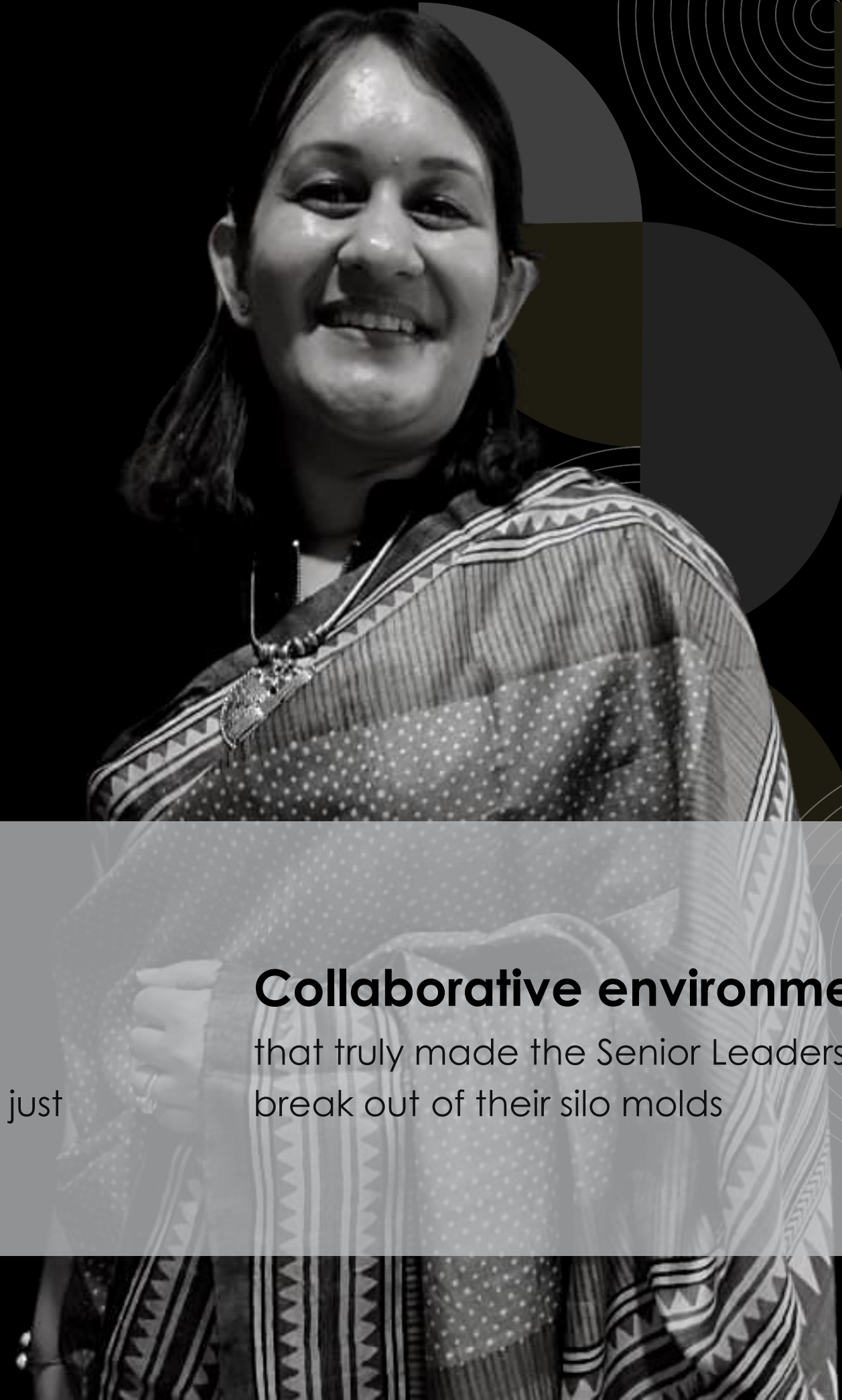
generated in just
24 minutes

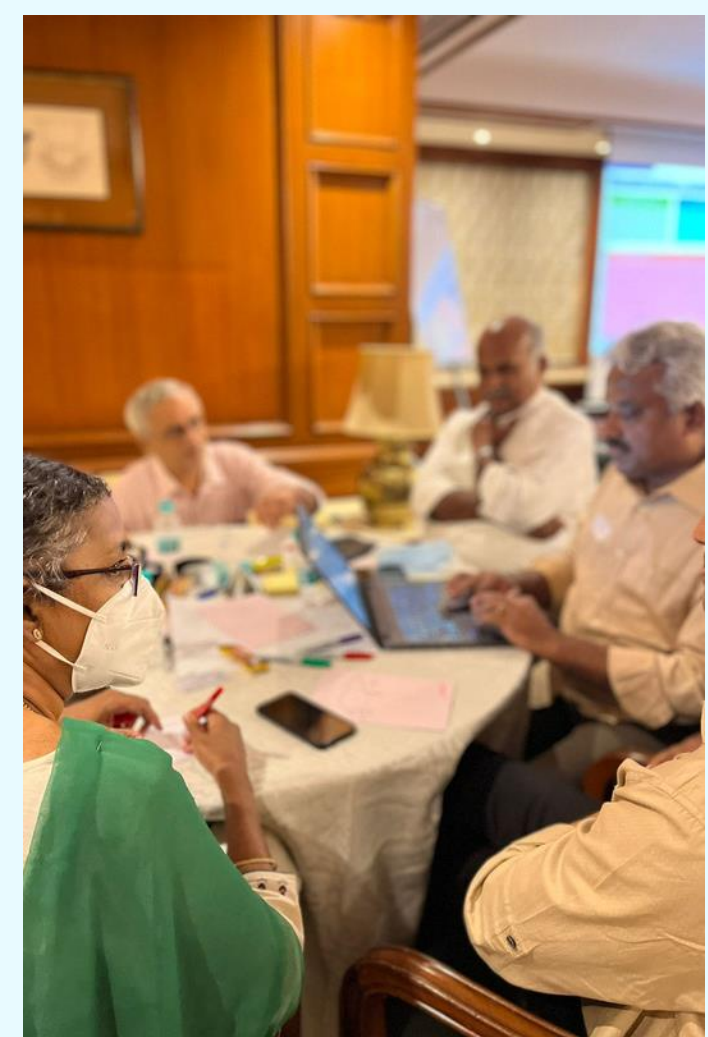
7-10 actionable ideas

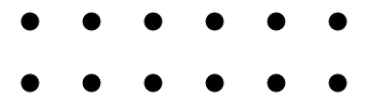
shortlisted from “good-to-do, sweet spots, and “Important” quadrants in just 24 minutes

Collaborative environment

that truly made the Senior Leaders break out of their silo molds







Schedule your F.A.S.T Workshop today

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