

COI EFFECTIVENESS IMPROVEMENT PROFILING™ SOFTWARE

OEP

The worlds leading organisational and multi team effectiveness improvement process.

TEP

Leading effectiveness improvement process for leaders and their team.

LEP

Leadership effectiveness improvement software – the missing link for truly effective leadership programs.

SEP

Build and maintain the highest levels of sales team effectiveness – attract and retain the very best sales people.

Plus:

Employee opinion surveys (that actually drive change), sales effectiveness improvement, employee retention optimisation, change readiness, organisational effectiveness metrics and diagnostics – bespoke and off the shelf, post merger integration, leadership effectiveness improvement ...

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profiling – (pro-file-ing) (verb) n.1. the process of identifying and addressing the true underlying causes of organisational, team and individual issues in order to maximise effectiveness, performance and profitability

The COI Group offers a suite of Profiling software products to suit many organisational needs;

- Organisational Effectiveness Profiling (OEP),
- Team Effectiveness Profiling (TEP) and
- Leadership Effectiveness Profiling (LEP),
- Sales Effectiveness Profiling (SEP)

Each product builds continuous improvement into day to day work practices to help organisations reach and then maintain the highest levels of effectiveness.

The continuous improvement concept has of course been around for many years. Unfortunately for many organisations continuous improvement has often been more of a stop/start affair. Improvement initiatives are ramped up when there is an urgent need and then wound down when the crisis or problem has passed.

Few leaders would disagree that to be competitive, organisations always need to be improving – that to stand still is to go backward. So why is it so hard to find truly successful examples of continuous improvement?

The reasons of course vary – lack of follow through, inadequate improvement systems, lack of incentive etc. This means at best, some leaders adopt the process and others don't.

Whilst there have been many false claims about the benefit of the internet, one area where it has delivered significant value is with regards to business improvement tools. The internet makes it easy for leaders to pull down the tools they need to get the job done. It enables organisations of all sizes to easily provide (and enforce) standardised business improvement processes and approaches.

And this is where our suite of Profiling products can help.

Built to leverage the full benefits of the internet, they deliver to leaders at all levels a 'one stop shop' software application that enable organisations to finally (and successfully) build continuous improvement into day to day work practices.

OEP, TEP, LEP and SEP guide each leader and their team through a continuous process of issue identification, causal analysis (always the most difficult bit and the place where most improvement initiatives fail), action planning, implementation, tracking and monitoring - and of course, improvement.

There is no more stop/start. Bottom up, top down improvement is always underway.

For more information on this and other ways in which The COI Group can help your organisation, please visit our web site at www.coigroup.com or call us on 1300 364 705.

Maximising organisational, team and individual effectiveness.