Category

Consulting

Performance Turnaround & Productivity Improvement Consulting Playbook

Delivering productivity improvement that sticks after the consultants leave, not just during the engagement

- Practitioner
- Intermediate
- Template Included

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- 22 February 2022
- 4 minute(s)

Overview

A framework for productivity improvement consulting that builds client capability to sustain the gains after the engagement ends — rather than delivering improvement that depends on the consulting team's ongoing presence and quietly reverts once they leave.

Why do productivity gains from consulting engagements sometimes

revert after the engagement ends? Often because the improvement depended on the consulting team's active facilitation and problem-solving presence, without the client organization genuinely building the capability to sustain and continue the improvement independently.

How do you measure whether capability transfer actually happened,

versus just running training sessions? By testing whether client team members can independently diagnose and solve a new, similar problem without consultant involvement — covered in the framework below.

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