



JACKSON LEADERSHIP  
SYSTEMS INC.

## **SMART Early-Warning System™**

- How do your Senior Team, Board and Key Divisions rank in terms of the Leadership, Strategy, and Process dimensions relevant to long-term organizational success?
- How do you compare on these dimensions relative to other dominant organizations around the world or in your industry?
- Where are there “gaps” and how do you fill them?

Although most would agree that the Board, Senior Executive Team, and key divisional leadership play a critical role in an organization's long-term leadership, there is a dearth of critical diagnostic tools, based on empirical research, to help determine whether your organization is on track to continued success or heading for trouble.

Dartmouth Tuck School Strategy and Leadership Professor Sydney Finkelstein and Jackson Leadership have developed the “**SMART Early-Warning System™**” to fill this critical void and help CEOs, their Boards, and their teams drive high-performance.

The “SMART Early-Warning System™” is conducted through a confidential Web-based survey, completed in 12 minutes and filled out by the organization's (1) Top Management Team, (2) Board, and (3) Cross-Section of Key Organizational Leaders.

The “SMART Early-Warning System™” is based on 7 years of research that have uncovered the critical indicators that differentiate successful organizations who later fail from successful organizations who expand their dominance. This new diagnostic tool comes out of recent follow-up research to the ground-breaking and Amazon #1 2003 Business Best-seller, Why Smart Executives Fail.



### **A “SMART Early-Warning System™”**

According to our research, most successful organizations fail because they choose to ignore or focus on the wrong information about their **leadership, strategy, structure, or internal processes** in the heat of battle. By contrast, “SMART Organizations™” equip themselves with a corporate early-warning system that ensures that “lost signals” vital to the organization's long-term success are tracked down and monitored consistently.

For more information on Implementing a “SMART Early-Warning System™,” contact Eric Jackson at [leaders@jacksonleadership.com](mailto:leaders@jacksonleadership.com) or +1.416.929.3838



**JACKSON LEADERSHIP**  
SYSTEMS INC.

The most enduring and successful organizations, like well-prepared battalion units, have a "*SMART* Early-Warning System™" which constantly scans the environment for relevant information and helps benchmark an organization's senior executives and directors to the critical leadership, strategy, and process areas that require their focus.

This Early-Warning System focuses on 3 Pillars of the *SMART* Organization™:

- ***SMART* Leadership™**
  - **Key Officer/Director Skill-Sets**
  - **Top Team/Board Structure**
  - **Top Team/Board Process**
  - **The Organization's "Leadership Funnel"**
- ***SMART* Strategy™**
  - ***SMART* Assumption Analysis™**
  - **Strategy Alignment**
- ***SMART* Process™**
  - **Clear Organizational Structure**
  - **Clear Communication Channels**
  - **Engaged Culture**

Jackson Leadership's "*SMART* Early-Warning System™" provides you with a full-report summarizing an intensive analysis of the degree to which your organization has (1) *SMART* Leadership™, (2) *SMART* Strategy™, and (3) *SMART* Process™, and suggests actionable recommendations for correcting areas of risk.

All results are highly confidential and no individual survey results are disclosed. The report presents the results for the **Entire Organization**, as well as separately by **Top Management Team, Board of Directors**, and the **Rest of the Organization** (e.g., by Division, Country, or Function). Often, we see organizations that are doing well in 2 of these 3 groups but require urgent work in that 1 remaining group.

Your results will be presented individually, as well as compared to other highly successful organizations, which are part of Jackson Leadership's ***SMART* Organization™** **Proprietary Database.** Therefore, you will know where you stand on these dimensions on a percentile basis compared to others.

The process is straightforward with a quick turn-around time. Executives and Directors only require 12 minutes to complete the survey. The report is in the hands of our clients within 4 - 6 weeks of commencing the engagement.

Once completed, the "*SMART* Early-Warning System™" becomes an annually revisited process, allowing you to continue monitoring the 3 Pillars on an ***ongoing basis*** and ensuring that you continue to stay on top. By implementing the "*SMART* Early-Warning System™," Jackson Leadership will ensure that your legacy is one of having built a *SMART* Organization™.

**For more information on a "*SMART* Early-Warning System™" including a copy of a sample report, please contact Eric Jackson at +1.416.929.3838 or [leaders@jacksonleadership.com](mailto:leaders@jacksonleadership.com) .**

For more information on Implementing a "*SMART* Early-Warning System™," contact Eric Jackson at [leaders@jacksonleadership.com](mailto:leaders@jacksonleadership.com) or +1.416.929.3838