

OPEN ADVISORY HOURS™

EXECUTIVE DIAGNOSIS

🕒 60 minutes | €1,700

Structured **executive clarity** for complex transformation, procurement, S2P, and operating model challenges.

Real problems. Live diagnosis. No slides.



WHAT IT IS

- ✓ A focused 60-minute executive advisory session
- ✓ Live diagnosis of the real issue behind the symptoms
- ✓ Leave with clarity, options, and a practical next move



BEST FOR

- ✓ Complex transformation or change situations
- ✓ Procurement / S2P / operating model challenges
- ✓ Leadership teams lacking a shared diagnosis
- ✓ Before critical decisions or escalations



WHAT YOU LEAVE WITH

- ✓ Clear problem framing
- ✓ Root-cause hypothesis
- ✓ System pressure map
- ✓ Prioritized next-step options
- ✓ Recommended path forward



**CLARITY TODAY.
DECISIONS TOMORROW.**

Limited slots.

Book your **60-minute session** now.



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WHAT TO EXPECT

A structured 60-minute diagnosis. Practical. Direct. No slides.

1



BEFORE THE SESSION

- ✓ Bring one real challenge, decision, or bottleneck
- ✓ A few lines of context are enough
- ✓ Helpful input: impact, functions involved, what is at stake

2



DURING THE SESSION

- ✓ Quick framing of the issue
- ✓ Live diagnosis and outside-in sparring
- ✓ Separation of symptoms from system causes
- ✓ Identification of root causes and pressure points
- ✓ Focus on what should happen next

3



AFTER THE SESSION

- ✓ Verbal executive summary
- ✓ Sharpened problem statement
- ✓ Initial root-cause hypothesis
- ✓ Prioritized options and next-step guidance



THIS TRACK IS IDEAL WHEN...

- ✓ the situation is too complex for a quick second opinion
- ✓ multiple stakeholders see the issue differently
- ✓ leadership needs clarity before deciding
- ✓ execution is stuck, but the reason is unclear
- ✓ a transformation or S2P topic is losing speed



THIS TRACK IS NOT...

- ✗ a full transformation review
- ✗ a detailed implementation roadmap
- ✗ a replacement for a workshop
- ✗ a multi-week analysis project
- ✗ a generic coaching conversation

**NO SLIDES. REAL DIAGNOSIS. CLEAR NEXT MOVES.**

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EXPECTED OUTCOMES

What you gain from a strong **Executive Diagnosis** session.

1



CLEAR EXECUTIVE PROBLEM FRAMING

The issue becomes sharper, easier to explain, and easier to act on.

2



ROOT-CAUSE HYPOTHESIS

An initial view of what may really be driving the problem.

3



SYSTEM PRESSURE MAP

Identification of where the system is under pressure across key dimensions.

4



PRIORITIZED NEXT-STEP OPTIONS

Practical choices, not abstract advice.

5



BETTER DECISION QUALITY

Stronger alignment, clearer ownership, faster execution.

6



EXECUTIVE SUMMARY

A concise verbal summary and optional written follow-up.

TYPICAL FOLLOW-UP OPTIONS

- ✓ Align leadership around the diagnosis
- ✓ Turn insights into a 30-day action plan
- ✓ Upgrade to System Review
- ✓ Continue with ongoing advisory support

YOU RECEIVE

- ✓ Senior outside-in perspective
- ✓ Structured executive sparring
- ✓ Clear diagnosis logic
- ✓ Practical next-step guidance
- ✓ Better decision quality



THE VALUE IS NOT MORE INFORMATION.
THE VALUE IS **BETTER JUDGMENT.**

EXECUTIVE DIAGNOSIS | Example Client Output

Illustrative example — the *actual content* depends on the client challenge.

1 CLIENT SITUATION

- Cross-functional transformation is losing momentum.
- Leadership sees symptoms but lacks a shared diagnosis.
- Escalations, parallel initiatives, and unclear accountability are increasing.

2 EXECUTIVE DIAGNOSIS

Visible issue: Execution is slow.

Deeper issue: The operating flow is fragmented and ownership is not anchored end-to-end.

Diagnosis hypothesis: The organization is compensating for unclear execution architecture through meetings, escalation, and informal workarounds.

3 SYSTEM PRESSURE MAP

 Ownership High pressure	 Decision rights High pressure	 Process flow Medium pressure	 Governance Medium / high pressure	 Technology enablement Medium pressure	 Value realization At risk
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4 ROOT-CAUSE PATTERN

- No single owner for the end-to-end flow
- Too many decisions require escalation
- Meetings are compensating for missing structural clarity
- Improvement efforts are not sequenced around business value

5 EXECUTIVE RECOMMENDATION

Immediate next move:

Clarify ownership and decision rights before adding more tools, initiatives, or governance layers.

Recommended actions:

- Define who owns the cross-functional flow
- Identify decisions that should move without escalation
- Remove duplicate governance touchpoints
- Sequence interventions around critical bottlenecks
- Use technology after flow and ownership are simplified

6 WHAT THE CLIENT LEAVES WITH

 Sharper problem statement	 Root-cause hypothesis	 System pressure view	 Prioritized next steps	 Recommended decision agenda
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FOLLOW-UP OPTIONS

OPTION 1
Align leadership with the diagnosis

OPTION 2
Translate into a 30-day action plan

OPTION 3
Upgrade to System Review

OPTION 4
Continue with advisory support