



**KULIC**  
ADVISORY



**EXECUTIVE  
TRACK**

**OPEN ADVISORY HOURS™**

# EXECUTIVE DIAGNOSIS

90 minutes | **€2,500**

Deep **clarity** for execution-critical transformation, procurement, S2P, governance, and operating model issues.

*Real problems. Executive diagnosis.  
Clear next moves.*



## WHAT IT IS

- ✓ A focused 90-minute executive sparring session
- ✓ Bring one real challenge, decision, or transformation bottleneck
- ✓ Leave with a sharper diagnosis and a clear next move



## BEST FOR

- ✓ Senior transformation decisions
- ✓ Procurement / S2P / operating model issues
- ✓ Execution bottlenecks and governance friction
- ✓ Situations where clarity cannot wait



## WHAT YOU LEAVE WITH

- ✓ Sharper problem definition
- ✓ First diagnosis hypothesis
- ✓ Top 3 signals detected
- ✓ Immediate next-step recommendation



**CLARITY TODAY.  
BETTER DECISIONS TOMORROW.**

Limited capacity.  
Book your **90-minute Executive Diagnosis** now.



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Signal over Noise.

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# WHAT TO EXPECT

🕒 90 minutes | €2,500

A deeper external perspective when **clarity and direction** cannot wait.

1



## BEFORE THE SESSION

- ✓ Bring one real challenge, decision, or execution bottleneck
- ✓ Share a few lines of context, objectives, and stakeholders
- ✓ Helpful input: urgency, business impact, and current friction

2



## DURING THE SESSION

- ✓ Deep framing of the issue and leadership context
- ✓ Live diagnosis and outside-in sparring
- ✓ Separation of symptoms, patterns, and system causes
- ✓ Identification of leverage points, decision bottlenecks, and ownership gaps

3



## AFTER THE SESSION

- ✓ Verbal executive summary
- ✓ Sharpened issue statement
- ✓ First architecture-level diagnosis
- ✓ Clear immediate next-step guidance
- ✓ Optional recommendation for broader follow-up



## THIS TRACK IS IDEAL WHEN...

- ✓ the issue is strategic, cross-functional, or execution-critical
- ✓ you need fast senior orientation before a decision
- ✓ the topic is stuck, escalated, or politically sensitive
- ✓ you want to stress-test a direction before wider mobilization



## WHAT THIS TRACK IS NOT

- ✗ not a full transformation program
- ✗ not a detailed process mapping exercise
- ✗ not a replacement for implementation ownership
- ✗ not generic coaching without a concrete challenge



No theatre. No slide overload. **Executive-level clarity.**

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# EXPECTED OUTCOMES

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What the client should **realistically expect** from an Executive Diagnosis session.



## SHARPER PROBLEM STATEMENT

- ✓ The issue becomes easier to define and communicate
- ✓ Symptoms are separated from likely root causes



## FIRST EXECUTIVE DIAGNOSIS

- ✓ An architecture-level view of what may really drive the issue
- ✓ A clearer basis for decision making



## PRIORITY LEVERAGE POINTS

- ✓ Top bottlenecks and systemic blockers surfaced quickly
- ✓ Visibility on ownership, governance, and flow friction



## IMMEDIATE NEXT-STEP DIRECTION

- ✓ Recommended next move, sequencing, or escalation path
- ✓ Clarity on what to stop, align, redesign, or test next



## WHAT THE CLIENT RECEIVES

- ✓ Senior outside-in perspective
- ✓ Focused live sparring
- ✓ Actionable diagnosis
- ✓ Better decision clarity
- ✓ A sharper leadership narrative



## TYPICAL FOLLOW-UP OPTIONS

- ✓ Repeat Executive Diagnosis on another issue
- ✓ Upgrade to Design Sprint / workshop
- ✓ Governance or operating model deep dive
- ✓ Fractional advisory or implementation support



The goal is not complexity. The goal is **direction.**

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# EXECUTIVE DIAGNOSIS

## Example Client Output


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

**1**  **CLIENT CHALLENGE BROUGHT INTO THE SESSION**

- Too many initiatives, too little execution flow
- Decision rights unclear across functions
- Technology discussion is ahead of operating model clarity

**2**  **WHAT BECAME VISIBLE**


- Ownership is blurred across functions
- Governance slows momentum
- Escalations replace designed decision flow
- Process friction is compensated by meetings

**3**  **KULIC DIAGNOSIS HYPOTHESIS**


- The problem is not effort, it is architecture
- Weak execution design amplifies friction
- People are compensating for an unclear operating model

**4**  **TOP 3 SIGNALS DETECTED**

|  |  |   |
|--|--|---|
| <br>OWNERSHIP GAP | <br>DECISION-SPEED BOTTLENECK | <br>FRAGMENTED OPERATING LOGIC |
|--|--|---|

**5**  **IMMEDIATE NEXT MOVE**

- Clarify who owns the cross-functional flow
- Define which decisions must happen without escalation
- Test where governance adds safety versus delay

**6**  **WHAT THE CLIENT LEAVES WITH**

- A sharpened problem statement
- A first root-cause hypothesis
- The 3 most important system signals
- A recommended next step

**TYPICAL FOLLOW-UP OPTIONS**

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REPEAT DIAGNOSIS ON ANOTHER CHALLENGE

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UPGRADE TO EXECUTIVE DESIGN WORKSHOP

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USE FINDINGS IN INTERNAL LEADERSHIP DISCUSSION

 The Executive Diagnosis condenses complex reality into a few high-value insights. It is designed to **create direction** — not more noise.