

## Core competence identification solutions – strategy focus

METL believes that organizations must identify their core strengths and develop them to become core competencies. Once identified, the core competencies need to be scaled up and replicated to ensure success at a global level. Since this requires focus and aggregation of resources often this looks like a situation of putting several eggs in one basket. However, organizations that have been able to do this successfully are the ones that have succeeded globally and have got the due recognition.

METL's proprietary research with over 75 organizations and interviews with over 40 CEO's provides a deep insight and enriches the various solutions that METL designs for its clients.

Core competence can be market focused research driven or it can be driven by volumes. Organizations often confuse these two and end up doing both only to find out at a later stage that these two approaches are fundamentally different.

METL works with the organizations to take a look at the reasons for being successful in the past, focuses on the present and takes a look at the future direction to identify the core competence. This means charting the evolution and the highs and lows in the company. Creating a case for further analysis and thereafter figuring out the solution during a workshop with the senior management.

The core competences thus identified are walked through the checklist identified by METL and thereafter using productivity improvement solutions they can be scaled up.

### *About METL*

METL is a management consulting organization dealing in niche area of management productivity improvement solutions. It works with empowered task forces and leadership team who want to build their organizations and drive change. It identifies areas where substantial leverage can be achieved and suggests definite ways to build those areas. The key areas of expertise are:

- Identifying your organization's core competence
- Increasing managerial productivity to global standards
- Substantially increasing speed of decision making in your organization

METL undertakes whole system analysis to arrive at the areas that require intervention. The areas range from core competence, organization structure, decision making, capability building for sustainable growth.

As a part of the senior management team you know the challenge your organization faces. You should call METL if you foresee any of the challenges listed below and want to fix them proactively.

- Have an implementation challenge in your organization
- Want to design a robust growth strategy for your organization
- Have a flat growth over the past few years and want to arrive at the root cause to be fixed
- Have a management team that is unable to decide on big/ right things
- Want to build a world class capabilities in your organization

### **Contact us**

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METL is based out of Hyderabad, India.