

THE  
SODERQUIST  
CENTER

**48**

**months**

**75 projects**

**33 teams**

**48**

**months**

**64 projects**

**21 teams**

# 2006 - 2008

- Enhance Trust
- Improve Communication
- Leverage Diversity
- Team Leader Development



# 2008 - 2010

- Responding to Disruption
- Organizational Structure / Strategy
- Developing High-Performers

**MILESTONE**  
A LEADERSHIP JOURNEY

The logo features a white flame icon above the text "FlashPoint 2.0". "FlashPoint" is in a bold, sans-serif font, while "2.0" is in a lighter, handwritten-style font.

# FlashPoint 2.0

**Team - Customer - Company**

# FlashPoint<sup>2.0</sup>

## Team:

Identified the key skills & traits to be a successful team member & leader via:

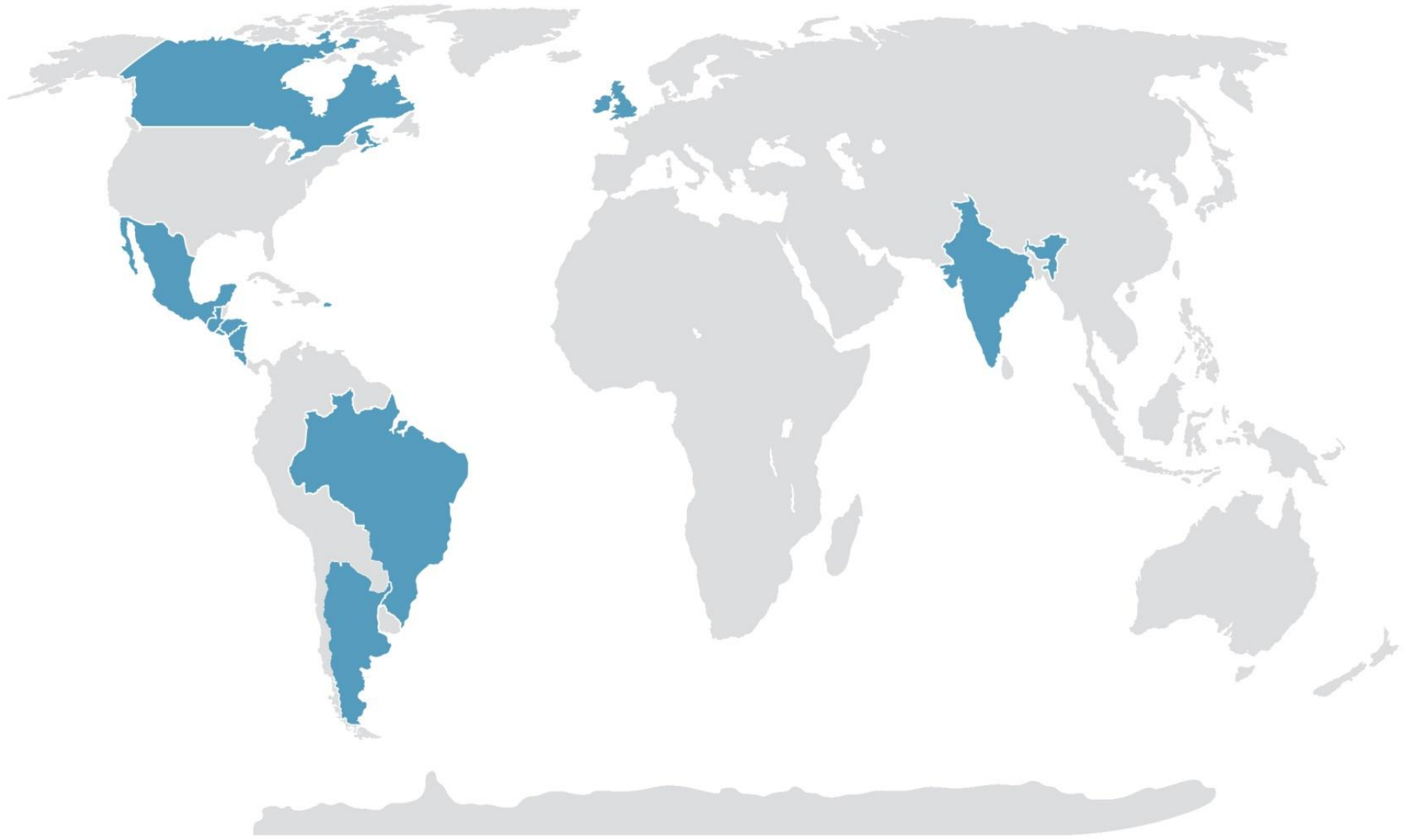




# Team:

2 key traits of successful supplier leaders are:

- Physically Energetic
- Direct & Straightforward, Getting to the Point





# Customer:

4 qualities that help create a Global Mindset:

1. Curiosity about the world & how it works
2. Knowledge of current mindset
3. Exposure to diversity
4. Integrate learning about cultures/markets



# Customer:

Key considerations:

- Create a global vision & strategy
- Skills to Lead from Afar
- Create & develop an effective structure
- Staffing & training implications
- Brand expansion strategies
- Alignment with customer to global strategies



# Company:

Identify key touch-points that drive alignment:

- Authority to Execute
- Alignment of Objectives & Measures
- Understanding of Values

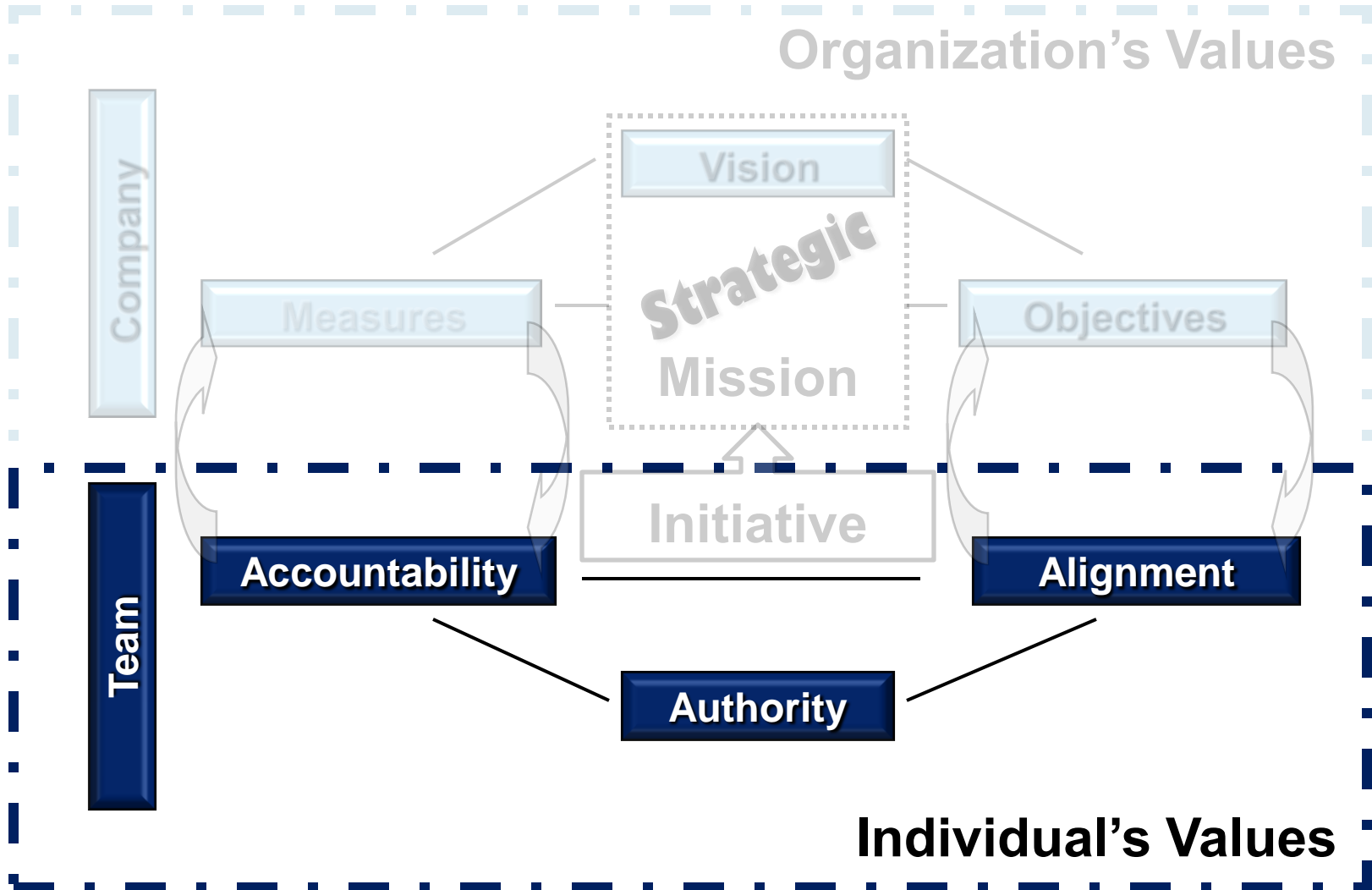
# Model for Sustained Execution

Clarity at the company level promotes sustained execution at the team level.

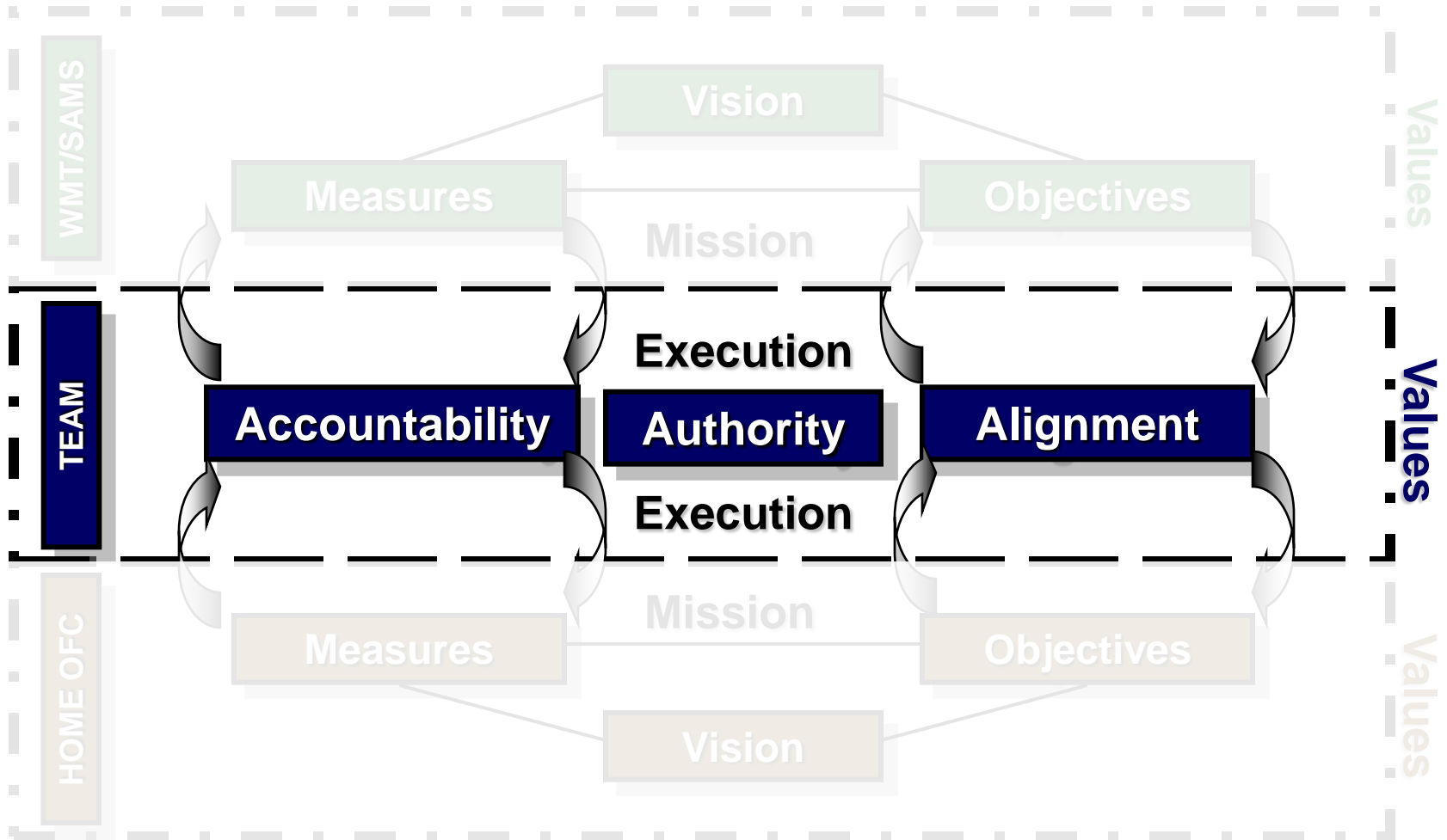


# Model for Sustained Execution

Clarity at the company level promotes sustained execution at the team level.



# Model for Sustained Execution - Suppliers



# soderquist.org/suppliers

Ship & Ethics - Supplier Resources - Windows Internet Explorer

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or Leadership & Et...

THE  
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*values matter*

“ I was chasing the almighty dollar with the best of the best sales records ever, at the expense of the people, and that is backwards. The leadership training at The Soderquist Center rearranged my priorities. ”

- TERRI ANDERSON, SR. VP OF SALES



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In the last 48 months, 28 different suppliers have sent their top

## SUPPLIER RESOURCES

Since 2005, through our direct work with Walmart Suppliers, we've recognized specific characteristics of Supplier teams that differentiate you from other customer segments we engage. Among them are the top talent companies place on the Walmart account, the unique positioning between your corporate office and Walmart, the visibility of your performance, and the degree of impact your results have on our overall business.



Ric Clifford  
Vice President  
Del Monte Foods

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