

# THE PIVOT

## Orchestrating Extraordinary Business Momentum

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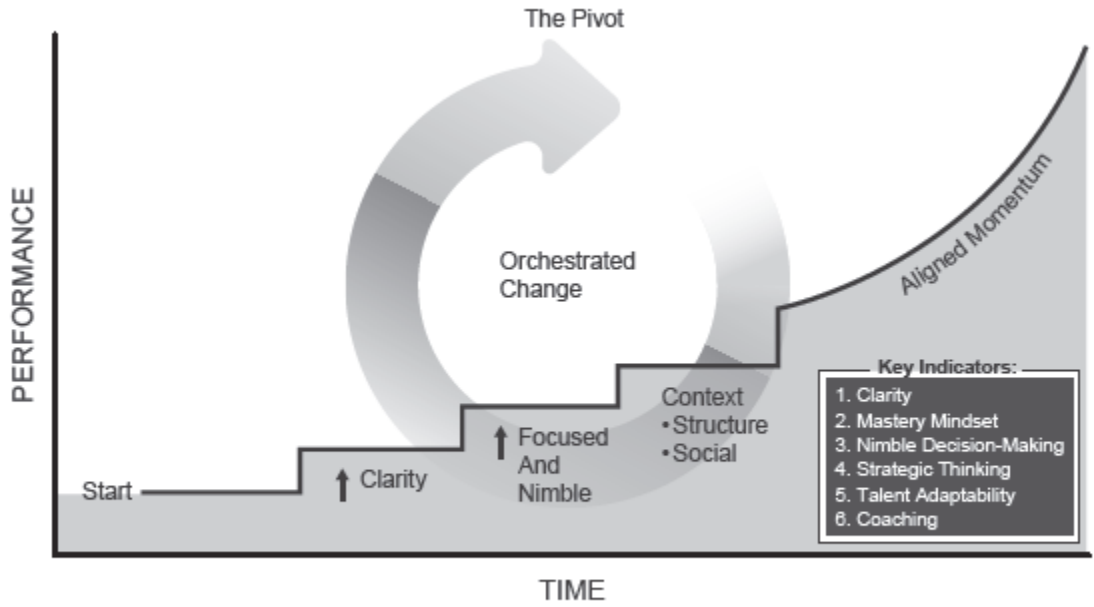


Figure 1: The Pivot

and Figure 5: The Pivot

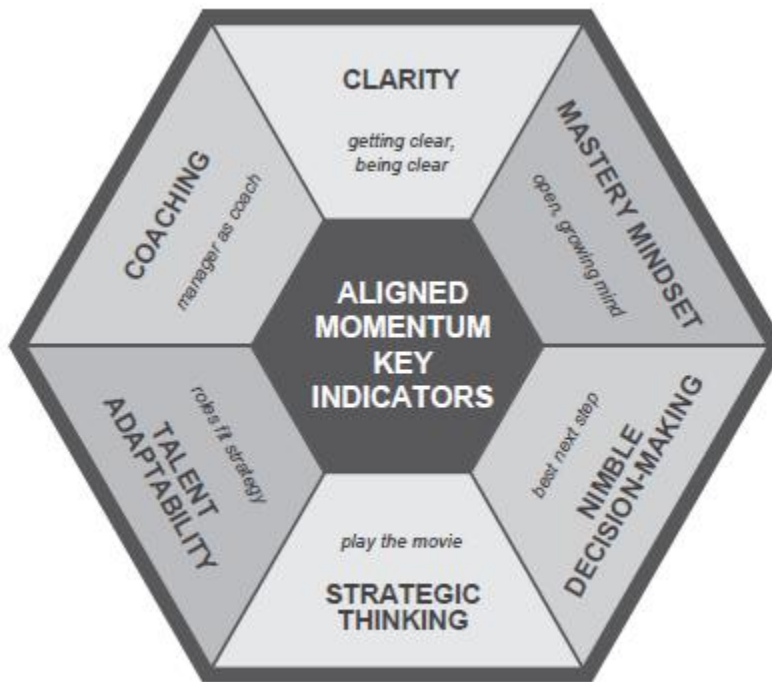
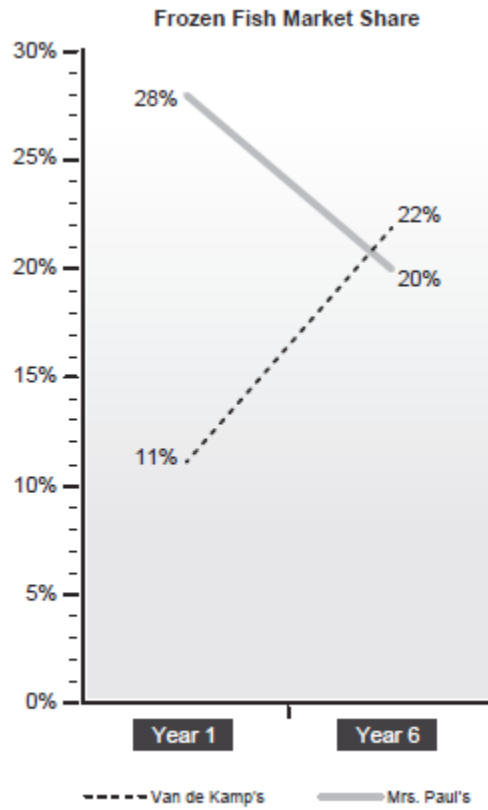


Figure 2: Aligned Momentum

and Figure 3: Aligned Momentum Key Indicators



*Figure 4: Van de Kamp's breakthrough performance*

### Hierarchy

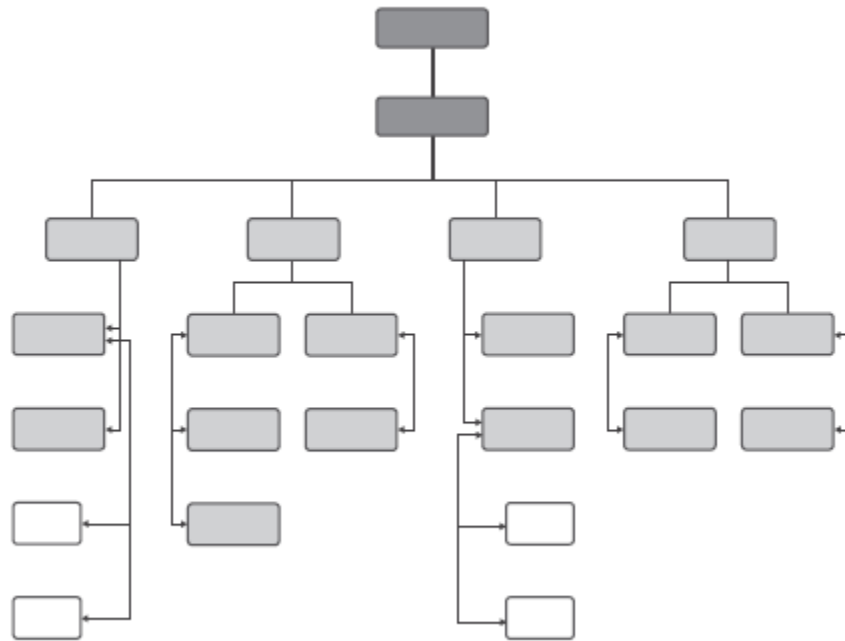


Figure 6: Hierarchical structure

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### Matrix

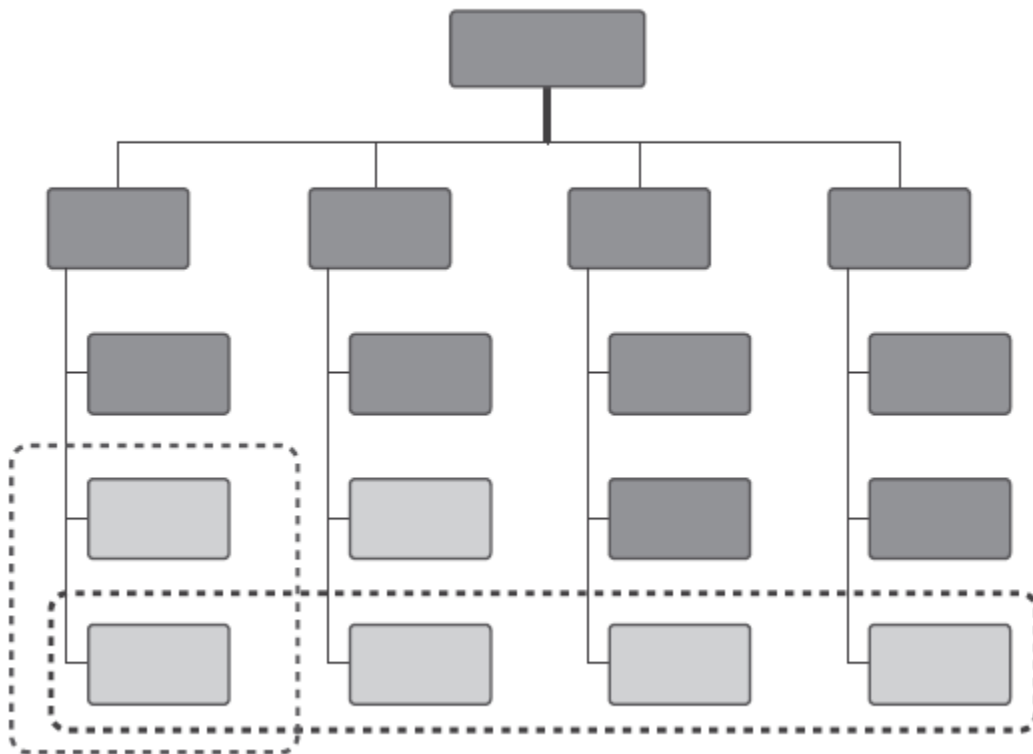
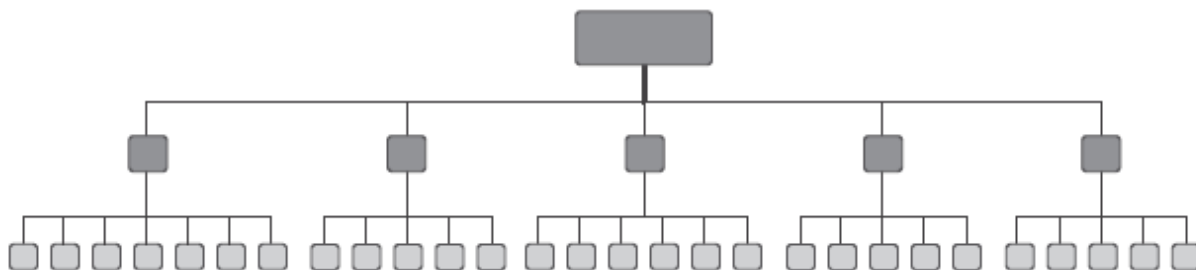


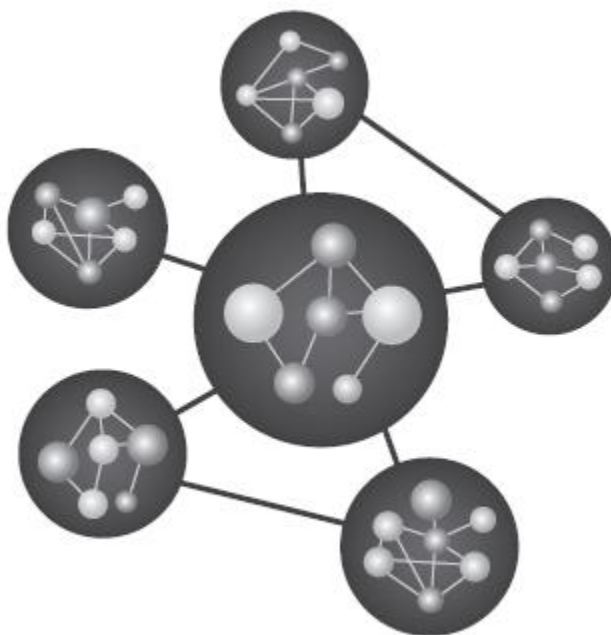
Figure 7: Matrix structure

### Flat Organization



*Figure 8: Flat or horizontal structure*

### Open (or Network) Structure



*Figure 9: Open structure*



*Figure 10: Personal Brand Alignment*



*Figure 11: Gap Assessment Process: Five iterative phases*

and Figures 12, 13,14

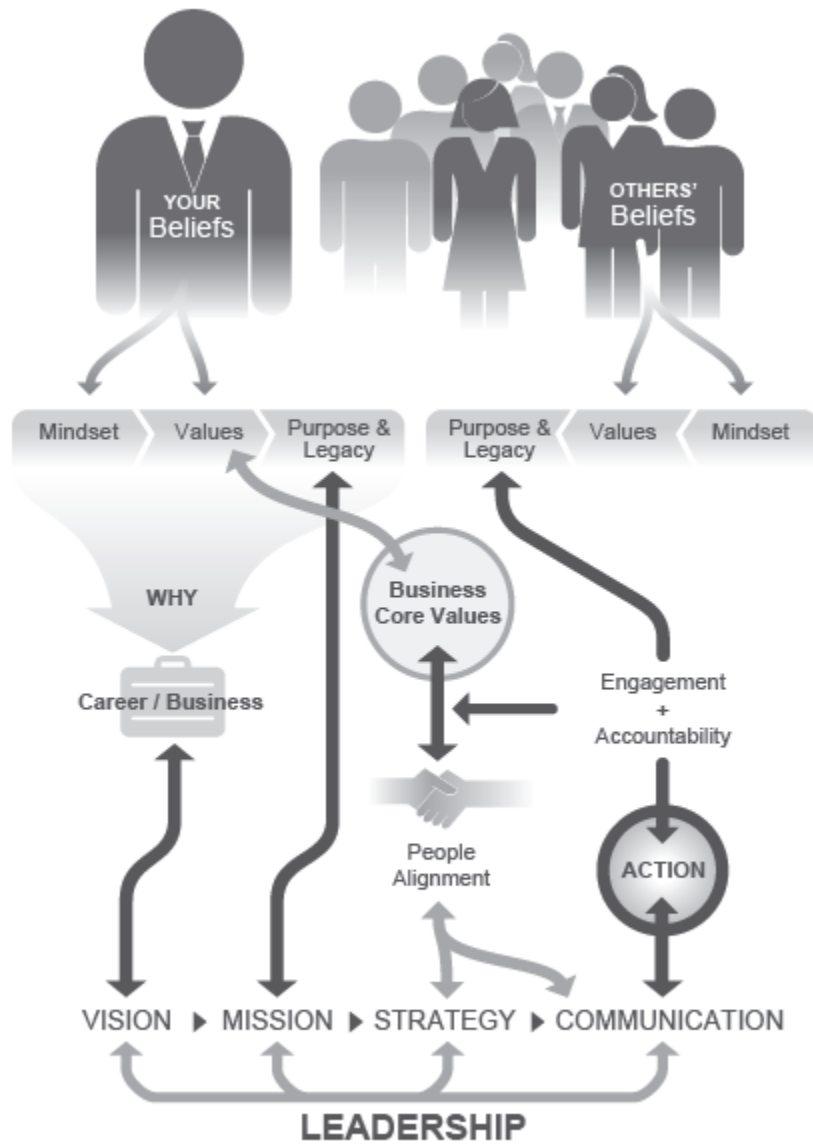


Figure 15: Leadership and Personal Alignment

The Growth & Innovation "S" Curve

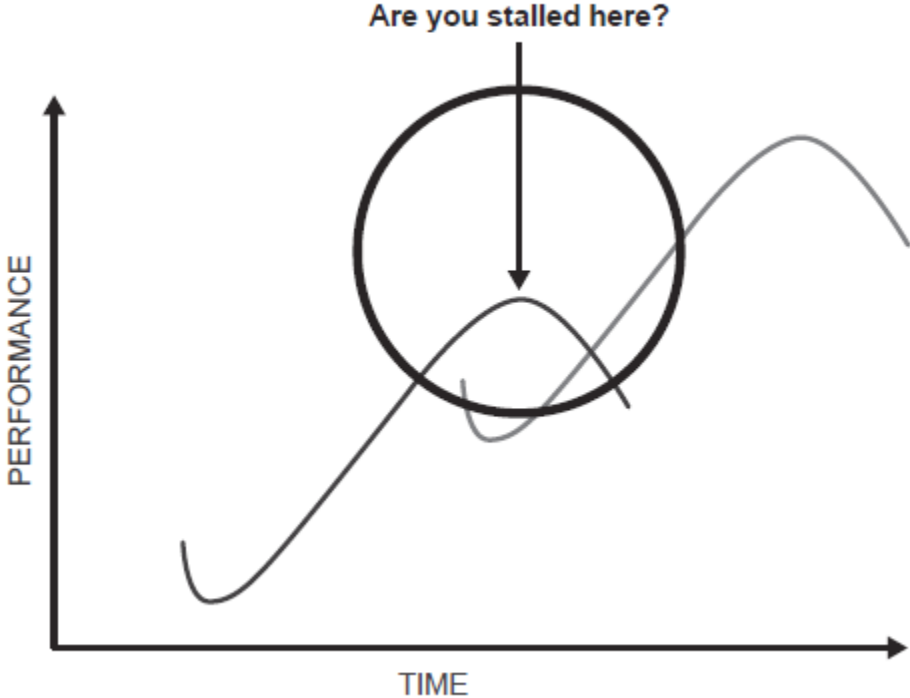


Figure 16: The Growth "S" Curve

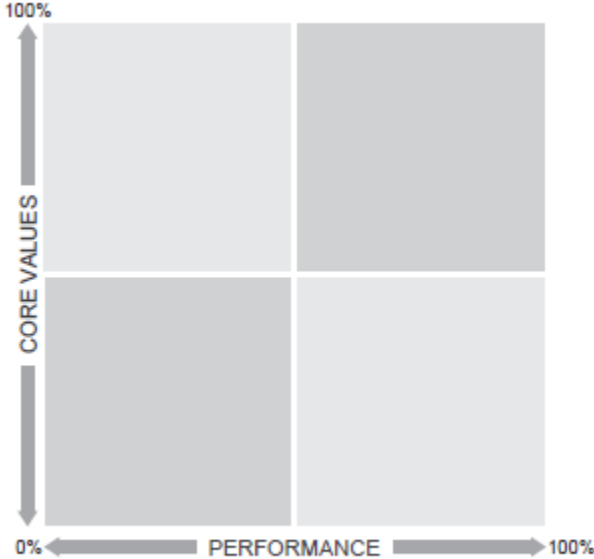


Figure 17: Sample Talent Assessment Matrix for Talent Adaptability/Right Fit



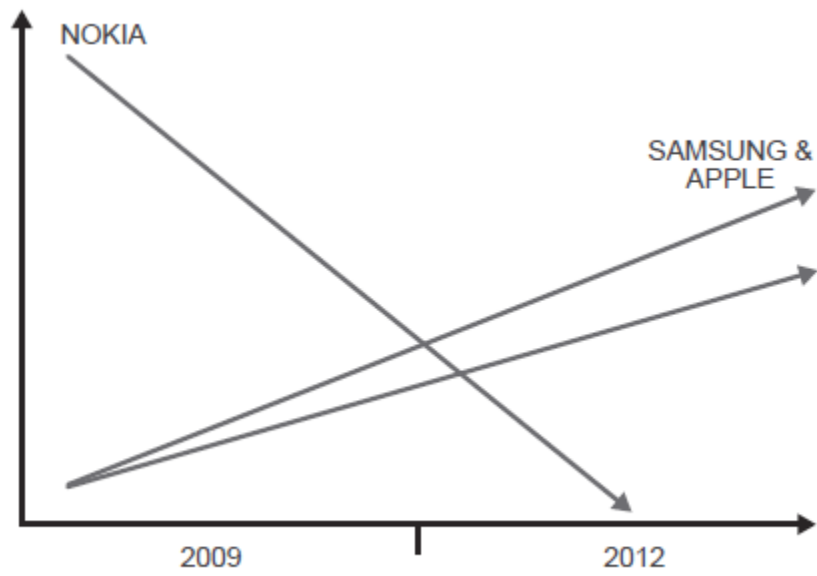


Figure 18: Global market share held by smartphone vendors since 2009 <sup>143</sup>

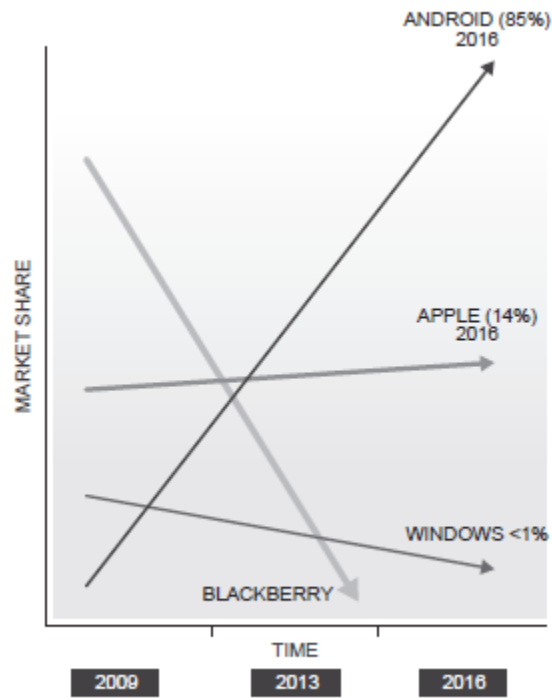
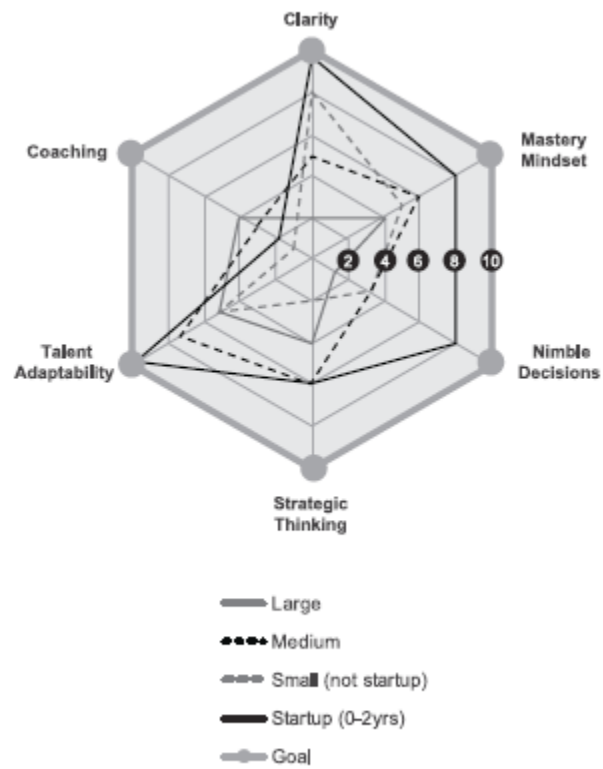


Figure 19: Worldwide smartphone operating system market share <sup>144</sup>

Worldwide smartphone operating system market share 144

## Aligned Momentum Readiness



*Figure 20: Sample Aligned Momentum Readiness Assessment chart*

Sample Aligned Momentum Readiness Assessment chart



Figure 21: Large business: typical assessment results

Large business: typical assessment results

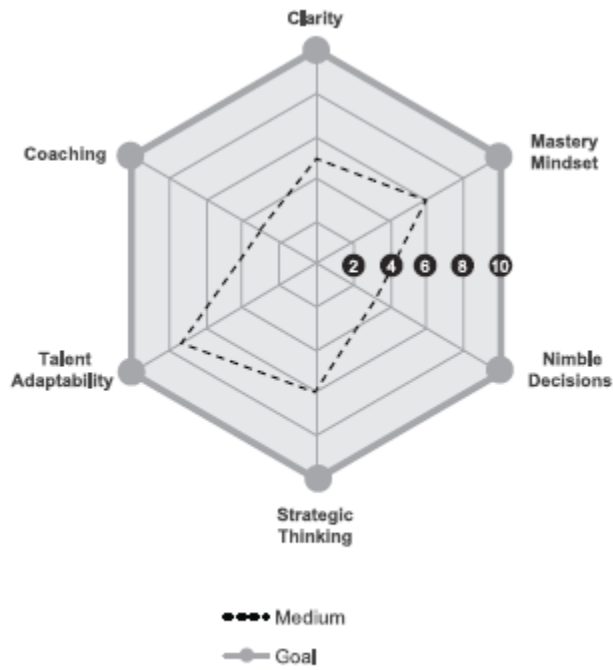


Figure 22: Medium-sized business: typical assessment results

Medium-sized business: typical assessment results



Figure 23: Small business: typical assessment results

Small business: typical assessment results



Figure 24: Startups: typical assessment results

Startups: typical assessment results