Managing multiple transformation projects for each of the following clients.



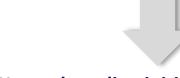








- **New digital transformation** supporting better collaboration and records management.
- **New migration** of two government offices into one, with 4 new crossfunctional teams
- **New IT roadmap** to support strategic and long-range planning.
- New standard operating procedures (SOPs) guiding communication products, approved messaging, and supporting mission and objectives.



- **New rebranding initiatives** with all new communications content.
- New market outreach with a potential \$4.5 million return on investment.
- New product launches marketing and repackaging.
- **New training program** for over 2300 sales representatives in 44 countries.
- New sales automation tools.
- **New digital channels** expanded for customer communication.



- New project launches to establish enterprise cities in 18 countries targeting \$150 million per country in venture capital.
- **New market outreach** establishing the UAE Business School, with \$15 million potential return on investment.
- New educational franchise programs to expand the Babson entrepreneurial brand globally, including e-University, e-Learning, e-Cities, and e-Network.

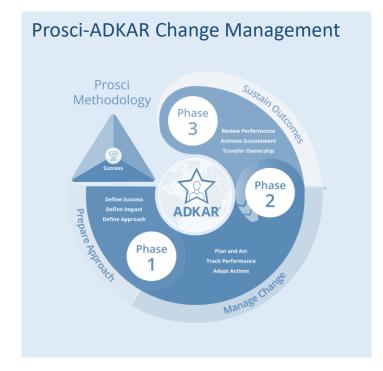
## Case Study 1



### What was done?

- New digital transformation supporting better collaboration and records management.
- **New migration** of two government offices into one, with 4 new crossfunctional teams
- New IT roadmap to support strategic and long-range planning.
- New standard operating procedures (SOPs) guiding communication products, approved messaging, and supporting mission and objectives.

## Model used:



## CM Phases:



## Case Study 1



## CM Phases:

#### **Change Management Strategy**

Define Success Define Impact Define Approach



#### Change Management Plan

Plan and Act Track Performance Adapt Actions



#### **Change Management Closeout**

Review Performance Activate Sustainment Transfer Ownership



#### What are we trying to achieve?

• Problem analysis, identifying the need for change and documenting challenges.

#### Who needs to do their job differently and how?

Analysis of all team member workflow and pain points.

#### What will it take to achieve success?

• Devising solution for records management and knowledge capture on MS Teams.

#### What will we do to prepare, equip and support people?

• Training and support to 4 cross-functional teams throughout solution implementation.

#### Tracking performance—How are we doing?

• Team feedback in surveys, meetings and KPI integrated with MS Teams and Smartsheet.

#### What adjustments do we need to make?

Customizing the solution based on team feedback and specific workflow needs.

#### What is needed to ensure sustainability?

- Uploading the collaborative system to MS Teams and creating a team knowledge liaison. Who will assume ownership?
- Designating and training the business directorate's "Knowledge Library Liaison"

**-2** 

Built-in solution for collaborative

# Change Management Portfolio

Change management deliverables supporting each phase:

Eliminates

searching and peer-

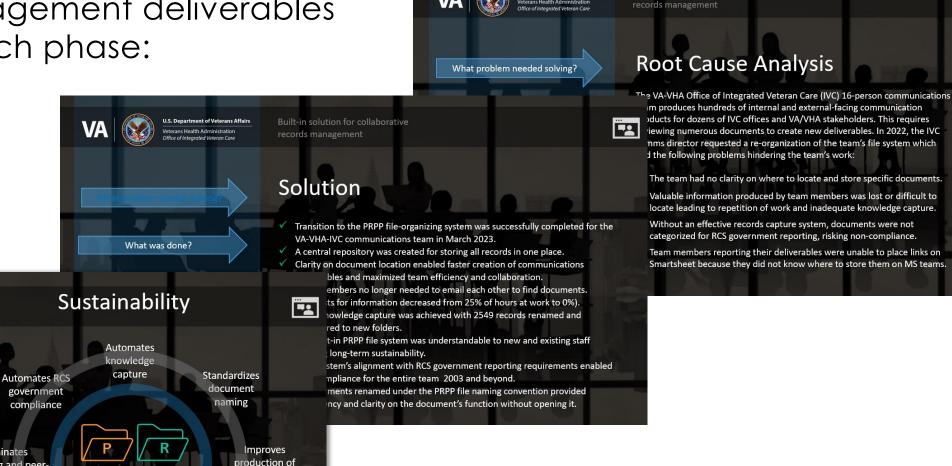
to-peer training

Enhances the collaborative

environment

How was sustainability ensured?

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communication

deliverables

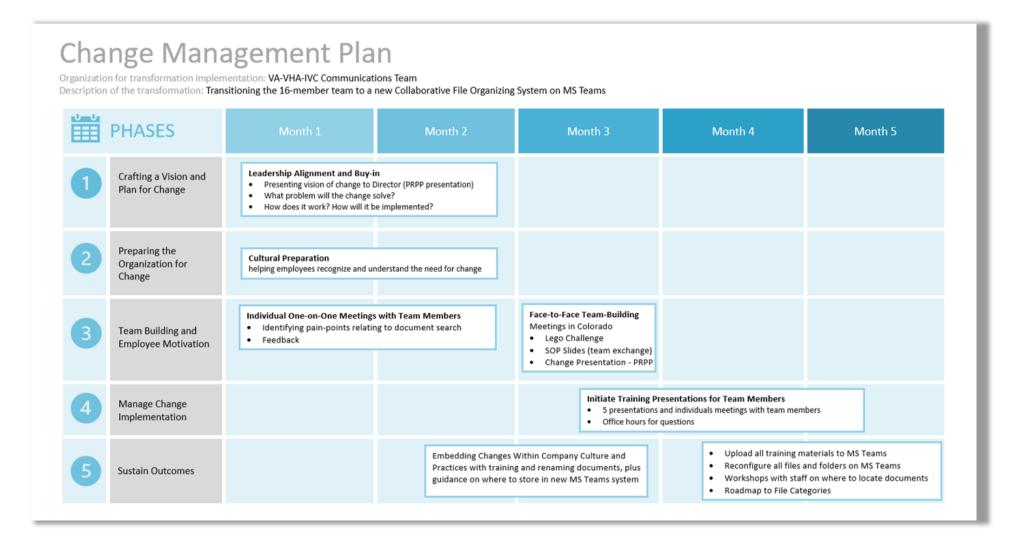
Provides a

sustainable self-Intuitive system

Creates a Comprehensive File Repository

# Planning for Change:

Phases of the change management plan included crafting a solution and vision for the transformation, presenting it to all teams to encourage leadership and team buy-in, preparing for organizational change, initiating team-building and motivation workshops by creating training videos, managing change implementation, and sustaining transformation outcomes with continued one-on-one training sessions.



## Change Management Training:

Preparing the team for organizational change with 5 Transformational Training Presentations describing the system and how it works.

Presentations were given during MS Teams meetings and in one-on-one sessions. The entire 16-person team received an estimated 4 weeks of training.



