

MARKET X

Framework Library

Strategy & Management Consulting

55

FRAMEWORKS

8

CATEGORIES

∞

APPLICATIONS



STRATEGY

Framework Collection

8 Frameworks

- #01 MARKET X Strategy Diamond
- #02 Blue Ocean Strategy Canvas
- #03 Ansoff Growth Matrix
- #04 Porter's Five Forces+
- #05 SWOT-X: Dynamic SWOT
- #06 Horizon Mapping 3.0
- #49 Geopolitical Risk Lens
- #50 ESG Strategy Framework

STRATEGY

FRAMEWORK #01

MARKET X Strategy Diamond

A proprietary 4-axis framework aligning vision, positioning, competitive advantage, and execution into a unified strategic bluepri...

STEPS

- 1 **Vision Axis:** Define 5-year aspiration and where to win
- 2 **Positioning Axis:** Map competitive landscape and own unique value
- 3 **Advantage Axis:** Identify defensible capabilities and moats
- 4 **Execution Axis:** Translate strategy into 90-day roadmaps with KPIs

Best for: Corporate Strategy

Complexity: ●●●

Vision

Positioning

Advantage

STRATEGY

FRAMEWORK #02

Blue Ocean Strategy Canvas

Identify uncontested market spaces by eliminating competitive factors and creating new value dimensions.

STEPS

- 1 **As-Is Canvas:** Plot current industry factors and competitor positions
- 2 **Four Actions:** Eliminate, Reduce, Raise, Create
- 3 **To-Be Canvas:** Design new value curve diverging from competitors
- 4 **Buyer Utility Map:** Validate offering across 6 utility levers

Best for: Market Strategy

Complexity: ●●●

Value Innovation

Market Creation

4 Actions

STRATEGY

FRAMEWORK #03

Ansoff Growth Matrix

Assess risk-reward trade-offs across four growth pathways: market penetration, development, product development, and diversificati...

STEPS

- 1 Current State Audit:** Map existing products, segments, and revenues
- 2 Matrix Mapping:** Plot each growth opportunity into the 2x2 matrix
- 3 Priority Scoring:** Score each quadrant on effort, return, and fit
- 4 Roadmap Build:** Sequence initiatives from low-risk to high-risk

Best for: Growth Planning

Complexity: ●●○

Market Pen.

Product Dev.

Diversification

STRATEGY

FRAMEWORK #04

Porter's Five Forces+

An enhanced version adding a 6th force (Technology Disruption) and quantifying each force with Market X's proprietary scoring mode...

STEPS

- 1 Force Identification:** Map all 6 forces with players
- 2 Force Scoring:** Rate each force 1-10 using data signals
- 3 Disruption Layer:** Overlay AI, platform, and regulatory vectors
- 4 Strategic Response:** Develop positioning moves to neutralize threats

Best for: Industry Analysis

Complexity: ●●●

Competition

Suppliers

Buyers

STRATEGY

FRAMEWORK #05

SWOT-X: Dynamic SWOT

Move beyond static SWOT. SWOT-X connects strengths to opportunities and builds action-ready strategy cards for each intersection.

STEPS

- 1 Traditional SWOT Audit:** Populate all four quadrants
- 2 Intersection Mapping:** Create SO, ST, WO, WT strategy types
- 3 Strategy Cards:** Draft one initiative per intersection (16 total)
- 4 Prioritization Matrix:** Score on impact x feasibility

Best for: Situation Analysis

Complexity: ●●○

Internal

External

Dynamic

STRATEGY

FRAMEWORK #06

Horizon Mapping 3.0

Manage today's core, tomorrow's adjacent growth, and future breakthroughs with balanced resource allocation and stage gates.

STEPS

- 1 Horizon Classification:** Sort all initiatives into H1, H2, H3
- 2 Investment Calibration:** Align budget ratios — 70/20/10
- 3 Stage Gate Design:** Define go/no-go criteria per horizon
- 4 Portfolio Rebalancing:** Quarterly reviews to shift resources

Best for: Portfolio Strategy

Complexity: ●●●

Core

Adjacent

Breakthrough

STRATEGY

FRAMEWORK #49

Geopolitical Risk Lens

Assess and integrate geopolitical, regulatory, and macro-economic risk into strategic planning and market entry decisions.

STEPS

- 1 PESTEL+ Analysis:** Conduct enhanced PESTEL with geopolitical overlays
- 2 Country Risk Scoring:** Score target markets on 8 risk dimensions
- 3 Scenario Stress Test:** Test business model against 3 disruption scenarios
- 4 Mitigation Strategy:** Design market entry structures and contingency plans

Best for: Global Strategy

Complexity: ●●●

Geopolitical

Macro

Regulatory

STRATEGY

FRAMEWORK #50

ESG Strategy Framework

Integrate Environmental, Social, and Governance priorities into core business strategy with materiality assessment and reporting.

STEPS

- 1 Materiality Assessment:** Engage stakeholders to identify material ESG issues
- 2 Baseline & Targets:** Measure ESG performance and set science-based targets
- 3 Strategy Integration:** Embed ESG priorities into business decisions
- 4 Reporting Framework:** Design ESG disclosure aligned to GRI, SASB, or TCFD

Best for: Sustainability

Complexity: ●●●

ESG

Sustainability

Materiality



GROWTH

Framework Collection

7 Frameworks

- #07 MARKET X Growth Engine
- #08 Customer Lifetime Value Maximizer
- #09 Market Sizing: TAM-SAM-SOM+
- #10 Go-to-Market Blueprint
- #11 Competitive Positioning Prism
- #12 Revenue Model Innovation
- #51 Customer Centricity Index

GROWTH

FRAMEWORK #07

MARKET X Growth Engine

A 5-stage proprietary growth model mapping acquisition, activation, retention, referral, and revenue loops into a compounding flyw...

STEPS

- 1 Growth Diagnostics:** Audit metrics across all 5 AARRR stages
- 2 Leakage Identification:** Pinpoint the biggest drop-off stage
- 3 Loop Design:** Map viral loops, referral mechanics, network effects
- 4 Experiment Calendar:** Build 12-week growth experiment roadmap

Best for: Business Growth

Complexity: ●●●

AARRR+

Flywheel

Loop Design

GROWTH

FRAMEWORK #08

Customer Lifetime Value Maximizer

A systematic framework to increase CLV through acquisition quality, onboarding excellence, engagement depth, and win-back loops.

STEPS

- 1 CLV Baseline:** Calculate current CLV by cohort and channel
- 2 CLV Drivers:** Map all levers — AOV, frequency, churn, NPS
- 3 Intervention Design:** Design targeted plays for each CLV driver
- 4 ROI Modelling:** Project CLV improvement scenarios

Best for: Customer Strategy

Complexity: ●●●

CLV

Retention

Expansion

GROWTH

FRAMEWORK #09

Market Sizing: TAM-SAM-SOM+

Rigorous bottom-up and top-down market sizing with addressable market segmentation and sensitivity analysis.

STEPS

- 1 **Top-Down Sizing:** Start with industry data and segment
- 2 **Bottom-Up Sizing:** Build from unit economics
- 3 **Penetration Modelling:** Apply S-curve penetration rates over 5 years
- 4 **Sensitivity Analysis:** Model bear, base, bull scenarios

Best for: Market Entry

Complexity: ●●○

TAM

SAM

SOM

GROWTH

FRAMEWORK #10

Go-to-Market Blueprint

End-to-end GTM architecture covering ICP definition, channel selection, sales motion design, pricing strategy, and launch sequenci...

STEPS

- 1 **ICP Definition:** Build 3 Ideal Customer Profiles
- 2 **Channel Matrix:** Score 10+ channels on CAC, volume, and speed
- 3 **Sales Motion:** Design PLG, SLG, or hybrid motion
- 4 **Launch Sequencing:** Build 90-day calendar with go/no-go gates

Best for: Product Launch

Complexity: ●●●

ICP

Channels

Sales Motion

GROWTH

FRAMEWORK #11

Competitive Positioning Prism

Map your brand against competitors on 6 axes — price, quality, innovation, trust, reach, and speed — to find white space.

STEPS

- 1 Competitor Profiling:** Research 5-8 competitors across 6 axes
- 2 Self-Assessment:** Honestly score own brand with evidence
- 3 Whitespace Mapping:** Identify 1-2 unclaimed positions
- 4 Messaging Architecture:** Build positioning statement hierarchy

Best for: Brand Strategy

Complexity: ●●○

Differentiation

Brand

Messaging

GROWTH

FRAMEWORK #12

Revenue Model Innovation

Explore and design alternative monetization models — subscription, usage, outcome-based, freemium, marketplace.

STEPS

- 1 Current Model Audit:** Document all revenue streams and margins
- 2 Model Exploration:** Map 8+ revenue archetypes vs. WTP
- 3 Model Simulation:** Model 3 alternative architectures with 3-year projectio...
- 4 Transition Planning:** Design migration path to target model

Best for: Revenue Strategy

Complexity: ●●●

Monetization

Pricing

Subscriptions

GROWTH

FRAMEWORK #51

Customer Centricity Index

Measure and improve customer centricity across 6 dimensions: listening, empathy, co-creation, service, recovery, and loyalty advoc...

STEPS

- 1 CCI Assessment:** Survey customers and employees on all 6 dimensions
- 2 CX Journey Map:** Map end-to-end customer journey with emotion scores
- 3 Moment Design:** Redesign top 5 friction moments and top 3 delight momen...
- 4 VOC System:** Build closed-loop Voice of Customer feedback system

Best for: CX Strategy

Complexity: ●●○

CX

NPS

Voice of Customer



OPERATIONS

Framework Collection

7 Frameworks

- #13 Operational Excellence Wheel
- #14 Lean Value Stream Map+
- #15 Supply Chain Resilience Framework
- #16 OKR Cascade Architecture
- #17 Time-to-Value Accelerator
- #18 Decision Architecture Framework
- #52 Agile Transformation Playbook

OPERATIONS

FRAMEWORK #13

Operational Excellence Wheel

Assess and improve across 8 operational dimensions: process, technology, people, governance, data, supply chain, quality, and cult...

STEPS

- 1 Maturity Assessment:** Rate current state across 8 dimensions (1-5 scale)
- 2 Gap Analysis:** Identify highest-impact gaps to desired maturity
- 3 Initiative Design:** Build improvement initiatives for priority gaps
- 4 Implementation Roadmap:** Sequence with owners, timelines, and metrics

Best for: Ops Transformation

Complexity: ●●●

Process

Quality

Efficiency

OPERATIONS

FRAMEWORK #14

Lean Value Stream Map+

Map the end-to-end value stream, identify 8 wastes including digital waste, and design future-state operations.

STEPS

- 1 Current State Map:** Document every step, handoff, and delay
- 2 Waste Identification:** Tag all 8 waste types across the value stream
- 3 Future State Design:** Redesign flow eliminating wastes
- 4 Kaizen Events:** Plan targeted rapid improvement workshops

Best for: Process Improvement

Complexity: ●●●

Waste Elimination

Flow

Efficiency

OPERATIONS

FRAMEWORK #15

Supply Chain Resilience Framework

Assess and strengthen supply chain across 5 resilience dimensions: visibility, flexibility, redundancy, recovery, and risk intelli...

STEPS

- 1 Resilience Assessment:** Score supply chain on all 5 dimensions
- 2 Risk Mapping:** Identify top 10 risks by probability x impact
- 3 Mitigation Design:** Build playbooks for each high-risk scenario
- 4 Digital Layer:** Identify tech enablers for real-time visibility

Best for: Supply Chain

Complexity: ●●●

Resilience

Risk

Visibility

OPERATIONS

FRAMEWORK #16

OKR Cascade Architecture

Design a top-down, bottom-up OKR system aligning company, team, and individual objectives with quarterly review cadences.

STEPS

- 1 Company OKR Design:** Define 3-5 objectives with 3 KR's each
- 2 Team Cascade:** Facilitate team OKR sessions aligned to company objecti...
- 3 Individual Alignment:** Connect individual OKRs to team objectives
- 4 Review System:** Establish weekly, monthly, and quarterly cadences

Best for: Goal Management

Complexity: ●●○

OKRs

Alignment

Cadence

OPERATIONS

FRAMEWORK #17

Time-to-Value Accelerator

Systematically reduce time from customer acquisition to value realization through onboarding redesign and friction elimination.

STEPS

- 1 TTV Baseline:** Measure current median time-to-first-value by segment
- 2 Journey Mapping:** Map every step in onboarding with time and friction dat...
- 3 Friction Elimination:** Prioritize and remove top 5 friction points
- 4 Success Milestones:** Define aha moments and build automated triggers

Best for: Customer Success

Complexity: ●●○

Onboarding

Time-to-Value

Friction

OPERATIONS

FRAMEWORK #18

Decision Architecture Framework

Classify, delegate, and systematize decisions to reduce cognitive overhead and push authority to the right level.

STEPS

- 1 Decision Inventory:** Catalogue recurring decisions by type and impact
- 2 DACI Mapping:** Assign Driver, Approver, Contributor, Informed roles
- 3 Delegation Matrix:** Define authority thresholds without escalation
- 4 Decision Playbooks:** Document criteria for 20 most common decisions

Best for: Org Design

Complexity: ●●○

DACI

Decision Rights

Delegation

OPERATIONS

FRAMEWORK #52

Agile Transformation Playbook

Scale agile beyond IT to the enterprise with SAFe/LeSS frameworks, OKR alignment, and portfolio governance.

STEPS

- 1 Agile Readiness:** Assess organizational agility across structure, culture...
- 2 Framework Selection:** Select appropriate agile framework (SAFe, LeSS, Spotify...
- 3 Pilot Design:** Stand up 2 agile release trains with coaches and produc...
- 4 Enterprise Scale:** Develop enterprise agility roadmap with portfolio gover...

Best for: Transformation

Complexity: ●●●

Agile

SAFe

Scrum



INNOVATION

Framework Collection

7 Frameworks

- #19 Innovation Portfolio Matrix
- #20 Design Thinking Sprint
- #21 Business Model Canvas+
- #22 Lean Startup Experiment Board
- #23 Scenario Planning 2050
- #24 Jobs-to-be-Done Framework
- #53 Disruption Readiness Index

INNOVATION

FRAMEWORK #19

Innovation Portfolio Matrix

Balance sustaining and disruptive innovation investments across core, adjacent, and transformational domains.

STEPS

- 1 **Innovation Audit:** Inventory all active projects across 3 horizon types
- 2 **Portfolio Mapping:** Plot projects by type and investment level
- 3 **Gap Analysis:** Identify where the portfolio is over- or under-invested
- 4 **Rebalancing Plan:** Redirect capital and talent to address gaps

Best for: Innovation Strategy

Complexity: ●●●

Disruptive

Portfolio

Stage Gates

INNOVATION

FRAMEWORK #20

Design Thinking Sprint

A structured 5-stage sprint (Empathize, Define, Ideate, Prototype, Test) compressed into 5 days to solve complex problems.

STEPS

- 1 **Day 1 - Empathize:** Conduct 5 user interviews; map pain points
- 2 **Day 2 - Define:** Synthesize insights into a clear problem statement
- 3 **Day 3 - Ideate:** Generate 100 ideas, vote, select top 3 concepts
- 4 **Day 4-5 - Prototype & Test:** Build and validate with 5 users

Best for: Problem Solving

Complexity: ●●○

Design Thinking

Prototyping

User Research

INNOVATION

FRAMEWORK #21

Business Model Canvas+

An enhanced 10-block canvas adding competitive moat and ESG dimensions to the classic BMC.

STEPS

- 1 Customer Blocks:** Map segments, channels, and relationships
- 2 Value Block:** Define value proposition with pain relievers and gains
- 3 Infrastructure Blocks:** Document activities, resources, partnerships
- 4 Economics + Moat:** Add revenue, cost structure, moat, and ESG impact

Best for: Business Design

Complexity: ●●○

BMC

Value Proposition

Revenue

INNOVATION

FRAMEWORK #22

Lean Startup Experiment Board

Structure and run lean experiments to validate business assumptions using the Build-Measure-Learn loop.

STEPS

- 1 Assumption Mapping:** List critical assumptions ranked by risk
- 2 Hypothesis Design:** Convert assumptions into testable hypotheses
- 3 MVP Definition:** Define smallest experiment to validate each hypothesis
- 4 Learn & Decide:** Analyze results; persevere, pivot, or abandon

Best for: Startup & Scale-up

Complexity: ●●○

Hypothesis

Build-Measure-Learn

MVP

INNOVATION

FRAMEWORK #23

Scenario Planning 2050

Build 4 plausible future scenarios across key uncertainty axes, test strategy resilience, and identify no-regret moves.

STEPS

- 1 Uncertainty Mapping:** Identify 10 critical uncertainties; select top 2 axes
- 2 Scenario Construction:** Build 4 vivid, internally consistent scenarios
- 3 Strategy Testing:** Test current strategy against each scenario
- 4 No-Regret Moves:** Identify investments paying off across all 4 scenarios

Best for: Strategic Foresight

Complexity: ●●●

Futures

Uncertainty

Resilience

INNOVATION

FRAMEWORK #24

Jobs-to-be-Done Framework

Uncover functional, social, and emotional jobs customers hire your product to do — and design solutions that outperform alternativ...

STEPS

- 1 Job Discovery:** Conduct switch interviews to understand what triggered ...
- 2 Job Mapping:** Map the 8-step job map across all job stages
- 3 Outcome Statements:** Write 50-100 desired outcomes per job step
- 4 Opportunity Scoring:** Score on importance and satisfaction to find gaps

Best for: Product Innovation

Complexity: ●●○

JTBD

Customer Insight

Job Mapping

INNOVATION

FRAMEWORK #53

Disruption Readiness Index

Quantify your vulnerability to disruption and readiness to self-disrupt using 5 dimensions.

STEPS

1

Disruption Scan: Map all emerging technologies and business model threat...

2

Vulnerability Assessment: Rate exposure to each disruption vector

3

Readiness Scoring: Score readiness across 5 dimensions with evidence

4

Response Strategy: Design disruption response for top 3 vulnerability area...

Best for: Strategic Foresight

Complexity: ●●●

Disruption

Readiness

Resilience



LEADERSHIP

Framework Collection

7 Frameworks

- #25 Leadership Effectiveness Model
- #26 Strategic Leadership Pipeline
- #27 Change Leadership Roadmap
- #28 Ethical Leadership Compass
- #29 Stakeholder Influence Map
- #30 Culture Transformation Blueprint
- #54 Executive Communication System

LEADERSHIP

FRAMEWORK #25

Leadership Effectiveness Model

Assess leaders across 6 dimensions — vision, communication, execution, people development, adaptability, and integrity.

STEPS

- 360 Assessment:** Gather multi-rater feedback across 6 dimensions
- Strength-Gap Profile:** Identify top 2 strengths and 2 development areas
- Development Plan:** Design 90-day, 6-month, 12-month activities
- Coaching Integration:** Pair with executive coach; set monthly check-ins

Best for: Leader Development

Complexity: ●●○

Assessment

Development

Coaching

LEADERSHIP

FRAMEWORK #26

Strategic Leadership Pipeline

Identify, develop, and retain high-potential leaders through a structured pipeline covering identification, acceleration, and rete...

STEPS

- Hi-Po Identification:** Apply 9-box grid with performance x potential
- Acceleration Tracks:** Design differentiated development tracks by band
- Stretch Assignments:** Match Hi-Po leaders to critical roles and projects
- Retention Architecture:** Build comp, recognition, and career path levers

Best for: Talent Strategy

Complexity: ●●●

Succession

Hi-Po

Pipeline

LEADERSHIP

FRAMEWORK #27

Change Leadership Roadmap

Lead organizational change using an 8-phase model covering urgency, coalition, vision, communication, empowerment, and anchoring.

STEPS

- 1 Urgency & Coalition:** Establish burning platform and guiding coalition
- 2 Vision & Communication:** Develop vision and execute communication plan
- 3 Empowerment & Wins:** Remove barriers, empower teams, celebrate wins
- 4 Anchor & Sustain:** Embed changes in systems, structures, and culture

Best for: Transformation

Complexity: ●●●

Change Mgmt

Adoption

Communication

LEADERSHIP

FRAMEWORK #28

Ethical Leadership Compass

Navigate complex ethical dilemmas using a 4-lens decision model: stakeholder impact, legal compliance, values, and consequences.

STEPS

- 1 Dilemma Framing:** Clearly articulate the ethical tension
- 2 4-Lens Analysis:** Evaluate through stakeholder, legal, values, consequenc...
- 3 Option Generation:** Generate 3+ decision options per lens
- 4 Decision & Documentation:** Select, document, and communicate rationale

Best for: Corporate Governance

Complexity: ●●○

Ethics

ESG

Governance

LEADERSHIP

FRAMEWORK #29

Stakeholder Influence Map

Systematically identify, assess, and manage stakeholders using a power-interest matrix combined with a tailored engagement strateg...

STEPS

- 1 Stakeholder Identification:** List all internal and external stakeholders
- 2 Power-Interest Mapping:** Plot stakeholders on a 2x2 grid
- 3 Engagement Strategy:** Design tailored engagement for each quadrant
- 4 Influence Planning:** Develop actions to move key stakeholders to advocate

Best for: Project & Change

Complexity: ●●○

Stakeholders

Engagement

Power-Interest

LEADERSHIP

FRAMEWORK #30

Culture Transformation Blueprint

Diagnose current culture using 6 levers, define target culture, and build a transformation plan anchored in behaviours and systems...

STEPS

- 1 Culture Diagnosis:** Survey and interview to map culture across 6 dimensions
- 2 Target Culture Design:** Co-create target culture with senior leaders
- 3 Behaviour Codification:** Define observable behaviours for target culture
- 4 System Alignment:** Align hiring, performance, reward, and recognition

Best for: Culture Change

Complexity: ●●●

Culture

Values

Behaviours

LEADERSHIP

FRAMEWORK #54

Executive Communication System

Build a structured communication operating system for executive teams covering message architecture, channel strategy, and cadence...

STEPS

- 1** **Message Architecture:** Define the core narrative — purpose, strategy, progress
- 2** **Audience Mapping:** Map all key audiences with needs and preferred channels
- 3** **Channel & Cadence:** Design channel mix and communication calendar
- 4** **Feedback Loops:** Build mechanisms to measure communication effectiveness

Best for: Leadership Comms

Complexity: ●●○

Communication

Messaging

Cadence



FINANCE

Framework Collection

7 Frameworks

- #31 Value Creation Roadmap
- #32 Cost Transformation Playbook
- #33 Financial Scenario Modelling
- #34 Capital Allocation Framework
- #35 Risk Quantification Matrix
- #36 M&A Value Bridge
- #55 Pricing Power Framework

FINANCE

FRAMEWORK #31

Value Creation Roadmap

Map the full value creation journey from EBITDA improvement to strategic exits using operating, financial, and strategic value lev...

STEPS

1 Value Baseline: Establish enterprise value with DCF and comparables

2 Value Lever Mapping: Identify top 10 value creation levers

3 Lever Prioritization: Quantify lever impact; sequence by speed x magnitude

4 Value Creation Plan: Build 100-day and 3-year plan with milestones

Best for: Financial Strategy

Complexity: ●●●

EBITDA

Value Levers

PE

FINANCE

FRAMEWORK #32

Cost Transformation Playbook

Achieve sustainable cost reduction through zero-based budgeting, cost-to-serve analysis, and strategic reinvestment.

STEPS

1 Cost Base Diagnostic: Analyse full cost base by category and function

2 Zero-Based Budgeting: Rebuild budget from zero — justify every spend

3 Cost-to-Serve: Calculate true cost to serve each customer segment

4 Strategic Reinvestment: Redirect freed capital to growth investments

Best for: Cost Management

Complexity: ●●●

ZBB

Cost Reduction

Efficiency

FINANCE

FRAMEWORK #33

Financial Scenario Modelling

Build integrated 3-statement models across 5 scenarios with dynamic assumptions and sensitivity tables.

STEPS

1

Model Architecture: Build integrated 3-statement model with drivers

2

Scenario Design: Define 5 scenarios: Bear to Blue Sky

3

Sensitivity Tables: Build tornado charts and break-even analysis

4

Decision Triggers: Define metric thresholds for management responses

Best for: Financial Planning

Complexity: ●●●

3-Statement

Sensitivity

Scenarios

FINANCE

FRAMEWORK #34

Capital Allocation Framework

Optimize capital allocation across organic growth, M&A, dividends, buybacks, and debt repayment using ROIC lens.

STEPS

1

Capital Baseline: Inventory available capital and current allocation

2

Return Benchmarking: Calculate and compare ROIC per deployment option

3

Strategic Filters: Apply strategic, financial, and risk filters

4

Dynamic Rebalancing: Build quarterly capital rebalancing governance

Best for: Corporate Finance

Complexity: ●●●

ROIC

M&A

Dividends

FINANCE

FRAMEWORK #35

Risk Quantification Matrix

Identify, quantify, and mitigate strategic, operational, financial, and compliance risks using heat map and Monte Carlo simulation...

STEPS

1 Risk Identification: Workshop top 30 risks across 4 categories

2 Quantification: Score each risk on probability x impact

3 Monte Carlo Simulation: Model aggregate risk under correlated scenarios

4 Mitigation Planning: Design actions for risks above risk appetite

Best for: Risk Management

Complexity: ●●●

Risk Heat Map

Monte Carlo

Mitigation

FINANCE

FRAMEWORK #36

M&A Value Bridge

Evaluate M&A targets using strategic fit, synergy quantification, valuation, integration complexity, and risk scoring.

STEPS

1 Strategic Screening: Apply 5 strategic fit criteria for target universe

2 Synergy Quantification: Build bottom-up revenue and cost synergy models

3 Valuation Bridge: Build DCF + comparable + synergy-adjusted bridge

4 Integration Blueprint: Design 100-day integration plan with milestones

Best for: M&A Advisory

Complexity: ●●●

M&A

Synergies

Due Diligence

FINANCE

FRAMEWORK #55

Pricing Power Framework

Maximize pricing power through willingness-to-pay research, value-based pricing design, and price realization management.

STEPS

- 1 WTP Research:** Conduct conjoint analysis to quantify willingness to pa...
- 2 Value-Based Pricing:** Align pricing to differentiated value per segment
- 3 Price Architecture:** Design tiered pricing, bundles, and add-ons
- 4 Realization Management:** Reduce leakage through discount governance

Best for: Revenue Optimization

Complexity: ●●●

Pricing

WTP

Value-based



DIGITAL

Framework Collection

6 Frameworks

#37 Digital Maturity Roadmap

#38 AI Adoption Framework

#39 Data Strategy Blueprint

#40 Platform Strategy Model

#41 Cybersecurity Risk Assessment

#42 Cloud Transformation Strategy

DIGITAL

FRAMEWORK #37

Digital Maturity Roadmap

Assess digital maturity across 5 dimensions (data, technology, process, talent, culture) and build a phased transformation roadmap...

STEPS

1 **Maturity Assessment:** Score on 5 dimensions using 25 indicators

2 **Benchmark Comparison:** Compare against industry best-in-class

3 **Roadmap Design:** Build phased digital transformation across 18 months

4 **Investment Case:** Build ROI model for each digital initiative

Best for: Digital Strategy

Complexity: ●●●

Digital Maturity

Transformation

Data

DIGITAL

FRAMEWORK #38

AI Adoption Framework

Strategically identify, prioritize, and deploy AI use cases across the enterprise using a readiness-impact scoring model.

STEPS

1 **Use Case Discovery:** Workshop 30+ AI use cases across all functions

2 **Prioritization Scoring:** Score on data readiness x impact x effort

3 **Pilot Design:** Design 3 high-priority AI pilots with success metrics

4 **Scale & Governance:** Build AI governance for responsible scaling

Best for: AI Transformation

Complexity: ●●●

AI Strategy

Use Cases

ROI

DIGITAL

FRAMEWORK #39

Data Strategy Blueprint

Design an enterprise data strategy covering architecture, governance, quality, literacy, and monetization.

STEPS

- 1 Data Landscape Audit:** Map all data sources, pipelines, and quality issues
- 2 Architecture Design:** Define target architecture — lake, mesh, or fabric
- 3 Governance Framework:** Establish data ownership, quality, and access policies
- 4 Value Roadmap:** Identify 5 data monetization opportunities

Best for: Data Strategy

Complexity: ●●●

Data Architecture

Governance

Quality

DIGITAL

FRAMEWORK #40

Platform Strategy Model

Design and scale platform business models by mapping participants, interactions, governance, and network effect flywheel mechanism...

STEPS

- 1 Platform Design:** Define producers, consumers, and core interactions
- 2 Network Effects Map:** Identify direct, indirect, and data network effects
- 3 Governance Model:** Design curation, moderation, and incentive mechanisms
- 4 Flywheel Design:** Map growth flywheel showing how each element drives nex...

Best for: Platform Business

Complexity: ●●●

Platform

Network Effects

Marketplace

DIGITAL

FRAMEWORK #41

Cybersecurity Risk Assessment

Identify and mitigate cyber risks across people, process, and technology using NIST framework mapping and a business-risk lens.

STEPS

- 1 Threat Landscape Mapping:** Identify threat actors, attack vectors, and exposure
- 2 NIST Framework Assessment:** Score cyber maturity across 5 domains
- 3 Risk Prioritization:** Rank risks by business impact and asset
- 4 Remediation Roadmap:** Build 90-day and 12-month cyber remediation plan

Best for: Risk & Security

Complexity: ●●●

NIST

Cyber Risk

Threat Modelling

DIGITAL

FRAMEWORK #42

Cloud Transformation Strategy

Plan and execute cloud migration using a 6-R model (Retire, Retain, Rehost, Replatform, Refactor, Rearchitect).

STEPS

- 1 Application Inventory:** Catalogue all apps with dependencies and cost
- 2 6-R Classification:** Apply 6-R decision model to every application
- 3 Cloud Cost Modelling:** Build 3-year TCO on-premise vs. cloud comparison
- 4 Migration Sequencing:** Sequence migration waves by complexity and value

Best for: Technology Strategy

Complexity: ●●●

Cloud

Migration

6Rs



PEOPLE

Framework Collection

6 Frameworks

- #43 Workforce Planning Model
- #44 Learning Organization Blueprint
- #45 Employee Experience Architecture
- #46 Organizational Health Diagnostic
- #47 Total Rewards Architecture
- #48 High Performance Team Model

PEOPLE

FRAMEWORK #43

Workforce Planning Model

Align human capital supply with strategic demand across skills, roles, and geographies using a 3-year planning horizon.

STEPS

- 1 Demand Forecast:** Model future workforce demand from strategic plan
- 2 Supply Analysis:** Assess current supply, attrition, and capability gaps
- 3 Gap Analysis:** Quantify gaps by role type, skill domain, and geography
- 4 Supply Strategy:** Design build, buy, borrow, automate strategy

Best for: HR Strategy

Complexity: ●●●

Workforce

Skills

Demand Planning

PEOPLE

FRAMEWORK #44

Learning Organization Blueprint

Build a continuous learning culture using a 5-layer model: mindset, infrastructure, content, social learning, and performance inte...

STEPS

- 1 Learning Needs Analysis:** Identify skill gaps linked to business strategy
- 2 Infrastructure Design:** Build or select LMS, content, and social learning tools
- 3 Content Architecture:** Design curriculum map for all roles and levels
- 4 Performance Integration:** Link learning to performance reviews

Best for: People Development

Complexity: ●●○

L&D

Capability

Continuous Learning

PEOPLE

FRAMEWORK #45

Employee Experience Architecture

Design an end-to-end employee experience across 5 stages: attract, onboard, develop, retain, and alumni.

STEPS

- EX Audit:** Survey and map current employee experience across 5 sta...
- Persona Development:** Create 3-5 employee personas with needs and motivators
- Moment Mapping:** Identify the 10 most important employee moments
- EX Redesign:** Redesign experience for each key moment with investment...

Best for: HR & Culture

Complexity: ●●○

EX

Attraction

Retention

PEOPLE

FRAMEWORK #46

Organizational Health Diagnostic

Measure and improve organizational health across 9 dimensions including direction, leadership, culture, and execution.

STEPS

- Health Survey:** Deploy validated organizational health survey to all
- Score Analysis:** Analyse scores by dimension, level, function, geography
- Recipe Identification:** Identify management practices driving top quartile heal...
- Improvement Plan:** Design targeted interventions for 3 lowest-scoring dime...

Best for: Org Effectiveness

Complexity: ●●●

OHI

Culture

Health

PEOPLE

FRAMEWORK #47

Total Rewards Architecture

Design a competitive total rewards strategy covering base pay, variable pay, equity, benefits, and non-financial recognition.

STEPS

- 1 Market Benchmarking:** Benchmark rewards against top-quartile comparators
- 2 Rewards Philosophy:** Define pay positioning, equity strategy, and leverage
- 3 Architecture Design:** Build rewards bands, variable pay, and benefits
- 4 Communication Plan:** Design transparent communication of total rewards value

Best for: Rewards Strategy

Complexity: ●●○

Compensation

Benefits

Equity

PEOPLE

FRAMEWORK #48

High Performance Team Model

Build high-performing teams using a 5-factor model: purpose clarity, role design, psychological safety, and adaptive intelligence.

STEPS

- 1 Team Diagnostic:** Assess team on all 5 performance factors
- 2 Purpose Alignment:** Facilitate team purpose and charter workshop
- 3 Role Clarity:** Redesign roles and responsibilities to eliminate ambiguities
- 4 Rituals & Norms:** Establish standups, reviews, and retrospectives

Best for: Team Development

Complexity: ●●○

Team Design

Psychological Safety

Performance

Ready to Apply These Frameworks?

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