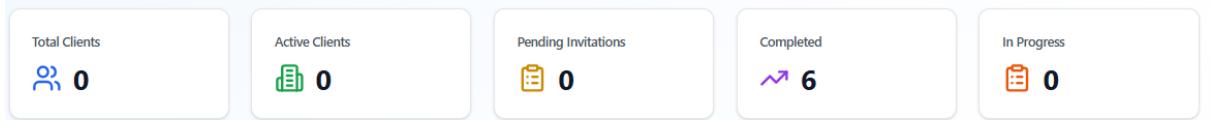


# Consultant Dashboard / M&A Friction & Performance Analysis

## Consultant Dashboard

Welcome back, jonathan

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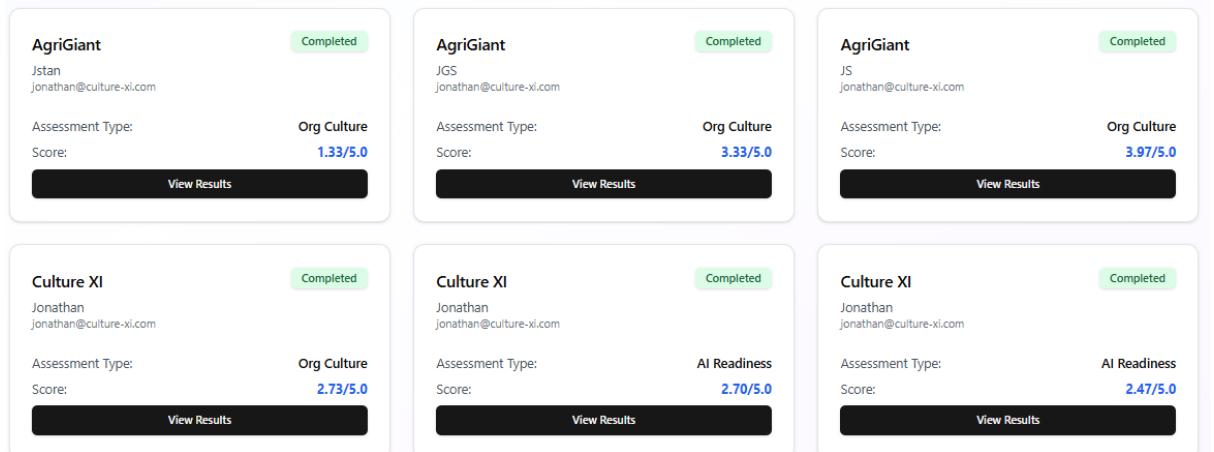


Start-Up Plan: 7 of 25 assessments used this quarter

[View Plans](#)

Search by client, company, or assessment details...

### Assessments Without Client Records

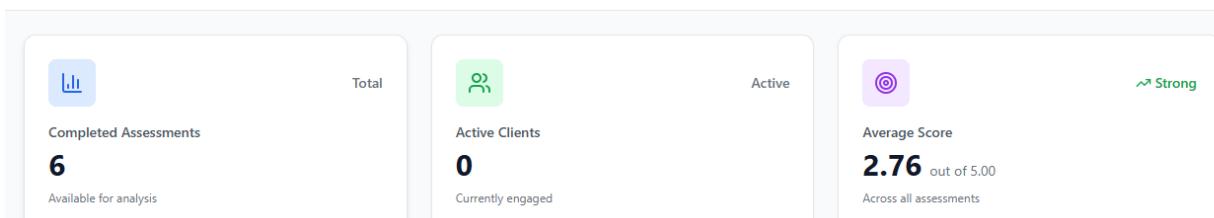


## Advanced Reports

Compare assessments, analyze trends, and generate custom reports

[Export Data](#)

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[Comparison](#) [Trends](#) [Org Alignment](#) [M&A Integration](#) [ROI Insights](#) [Custom Reports](#)

### Select Assessments to Compare

Choose 2-5 assessments to compare (selected: 0)



[Compare Selected \(0\)](#)

Consultant Dashboard Reports Tabs; Comparison, Trends, Org. Alignment, M&A Integration, ROI Insights and custom reports.

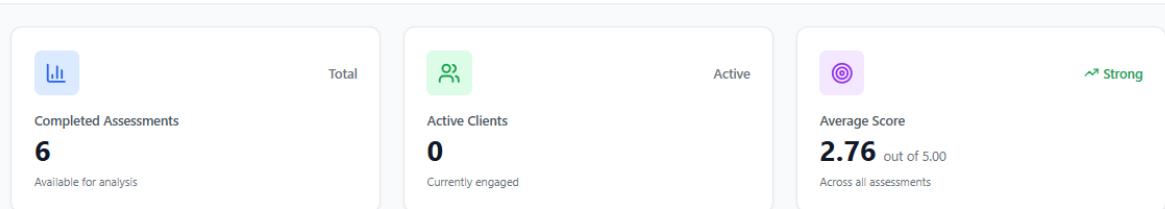
In the Org. Align tab, you can analyze assessments based on role within the same organization.

## Advanced Reports

Compare assessments, analyze trends, and generate custom reports

 Export Data

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Comparison Trends Org Alignment M&A Integration ROI Insights Custom Reports

## Organizational Alignment Analysis

Detect and address perception gaps between organizational levels (Executives vs Leaders vs Individual Contributors)

### Select Organization to Analyze

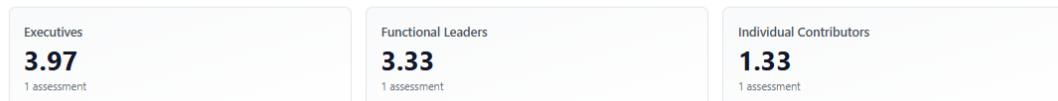
### AgriGiant (3 assessments, 3 role levels)

## ④ Analyze Alignment

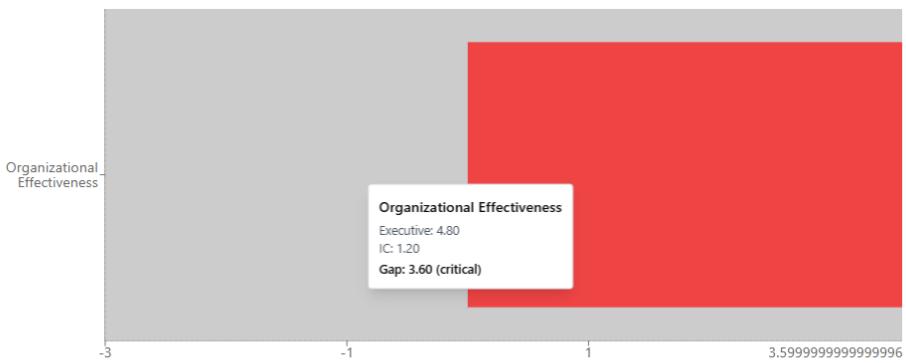
## Executive Summary

AgriGiant is facing significant organizational alignment issues, as evidenced by the disparity in assessment scores between executives and individual contributors (ICs). Executives report much higher levels of organizational effectiveness and clarity, while ICs feel disconnected and unvalued. The critical gaps, particularly in organizational effectiveness and the disconnect in perception of strategy and operations, suggest a need for immediate action to align leadership with front-line experiences and foster a more inclusive culture.

### Perception by Organizational Level



#### Perception Gaps (Executive vs Individual Contributor)



### Critical Disconnects Identified

### Overall Organizational Perception

## Overall Organizational Perception

Executives rate organization 2.63 points higher than Individual Contributors

**CRITICAL**

### Conclusion and Outlook

## Organizational Effectiveness

## Root Causes Analysis

- ↘ Lack of effective communication channels between leaders and ICs.
- ↘ Insufficient feedback mechanisms for ICs to express concerns and insights.
- ↘ Executives are potentially out of touch with daily operational realities faced by ICs.
- ↘ Leadership may prioritize strategic initiatives that do not consider the practical implementation challenges at the ground level.
- ↘ Cultural norms may reward decision-making at the top without engaging lower ranks.

## Cultural Implications

The significant gap in scores reflects a culture where executive decisions are made in silos without sufficient input from the frontline workforce. This suggests a hierarchical culture that may stifle innovation and employee engagement. The lack of trust between leadership and ICs may lead to increased turnover and lower morale as employees feel their contributions and perspectives are undervalued.

## Business Impact

These disconnects are negatively affecting performance and engagement. Lower assessment scores from ICs indicate feelings of disenfranchisement and lack of purpose, which can lead to decreased productivity and higher turnover rates. Operational effectiveness is hindered when leaders are unaware of the challenges that ICs face, resulting in strategic decisions that are not grounded in reality, ultimately impacting organizational performance and competitiveness.

## ① Recommended Action Plan

### 1 ⚠️ High Implement Regular Communication Forums

Establish bi-weekly forums where leaders and ICs can share updates, concerns, and feedback regarding operations and strategy.

👤 Owner: HR Department 🕒 Timeline: Within 1 month

### 2 ⚠️ High Create a Feedback Loop

Develop anonymous surveys and feedback channels for ICs to express their concerns and suggestions to leadership regularly.

👤 Owner: Operations Management 🕒 Timeline: Within 2 months

### 3 🌐 Medium Leadership Training on Frontline Issues

Conduct training for executives on the realities faced by ICs and the importance of considering their perspectives in strategic decision-making.

👤 Owner: Training and Development 🕒 Timeline: Within 3 months

### 4 🌐 Medium Enhance Recognition Programs

Create a recognition program that celebrates contributions from ICs, fostering a culture that values employee input in organizational success.

👤 Owner: HR Department 🕒 Timeline: Within 4 months

### 5 🌐 Medium Facilitate Cross-Functional Teams

Establish cross-functional teams involving both leaders and ICs to tackle critical projects, ensuring alignment and collaboration on initiatives.

👤 Owner: Project Management Office 🕒 Timeline: Within 3 months

### 6 🌐 Low Annual Cultural Assessment

Conduct an annual cultural assessment to gauge progress on aligning leadership and IC perspectives and adjust strategies as needed.

👤 Owner: Organizational Development 🕒 Timeline: Within 1 year

### 7 🌐 Low Develop a Mentorship Program

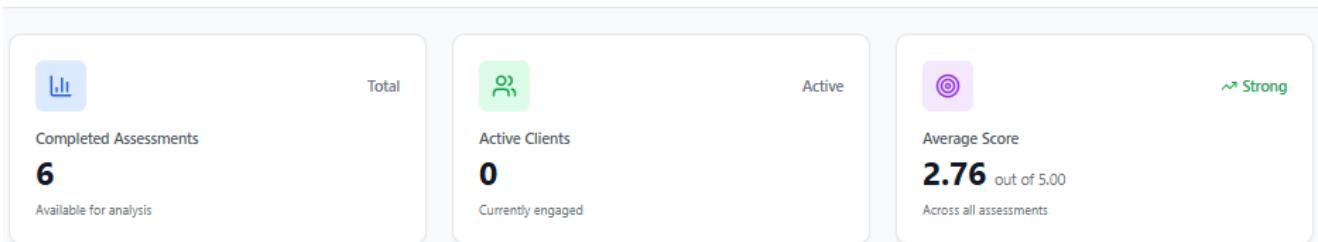
Pair executives with ICs in mentorship arrangements to bridge the understanding gap and foster deeper relationships across levels.

👤 Owner: HR Department 🕒 Timeline: Within 6 months

# M&A Integration Analysis

## Advanced Reports

Compare assessments, analyze trends, and generate custom reports

[Export Data](#)[Back to Dashboard](#)

## ⚠ Critical Integration Barriers

### Leadership Ideology Gap

**Impact:** Major disconnects in leadership perception could cause friction and delays in integration.

**Mitigation:** Implement joint leadership workshops to align on vision and approach.

### Employee Engagement Disparity

**Impact:** Individual contributors at Culture XI feel undervalued or disconnected from AgriGiant's goals.

**Mitigation:** Create regular communication channels and involve ICs in decision-making processes.

### Trust & Alignment Issues

**Impact:** Low trust scores could result in collaboration challenges and reduced morale.

**Mitigation:** Conduct trust-building sessions and team integration activities.

## ↗ What Will Change for Culture XI

### Vision and Leadership

#### Current State

More authoritarian structure with less participative management at Culture XI.

#### Future State

Encourage a more collaborative and inclusive approach to leadership decision-making.

#### Employee Impact

Employees may initially resist changes in leadership styles that emphasize inclusivity over strict hierarchies.

### Decision-Making Processes

#### Current State

Risk-averse and slow decision-making culture in Culture XI.

#### Future State

Faster decision-making in line with AgriGiant's practices, empowering more individuals to make decisions.

#### Employee Impact

Potential confusion and frustration in adapting to quicker decision-making cycles.

### Cultural Norms

#### Current State

Norms that favor caution and established methods; reluctance to change.

#### Future State

AgriGiant's approach that favors innovation and agility in problem-solving.

#### Employee Impact

Some employees may feel anxious about the shift from familiar practices.

## 🛡 Integration Risk Assessment

### ⚠ High Risk

⚠ Leadership Ideology Gap between executives and individual contributors.

⚠ Low trust levels leading to poor collaboration among teams.

### Medium Risk

⚡ Resistance from Culture XI employees to adapt to new decision-making processes.

⚡ Cultural disengagement due to misalignment in values and practices.

### Low Risk

✓ Loss of single projects or teams not aligned with AgriGiant's strategic goals.

## 📅 Day 1 Priorities

- 1 Establish clear communication channels to keep Culture XI informed about the integration process.
- 2 Set up integration task forces comprising leaders from both organizations to address immediate issues.
- 3 Hold town hall meetings to address employee concerns and outline AgriGiant's vision and integration strategy.

## ⌚ 90-Day Integration Roadmap

1

### Initiation

0-30

#### Objectives:

- ✓ Assess current cultural norms and identify gaps in integration strategy.
- ✓ Engage employees from both organizations to gather feedback.

#### Key Actions:

- Conduct surveys and focus groups to assess employee sentiment.
- Initiate shared leadership workshops to establish trust and alignment.

2

### Integration Planning

31-60

#### Objectives:

- ✓ Develop detailed integration plans for merging culture and operations.
- ✓ Establish integration metrics for progress tracking.

#### Key Actions:

- Create cross-functional teams to draft integration plans.
- Set clear benchmarks for integration success and checkpoints.

3

### Execution

61-90

#### Objectives:

- ✓ Begin implementing integrated processes and cultural initiatives.
- ✓ Monitor employee feedback for adjustments in strategy.

#### Key Actions:

- Launch engagement programs and initiatives to foster collaboration.
- Review integration progress and realign strategies as needed.

## Optimism Bias Among Leadership

Critical Risk

### SPECIFIC THREAT

Executives may overlook the employee resistance rooted in the culture.

### MITIGATION STRATEGY

Ensure inclusive decision-making by involving a diverse group of employees in discussions.

### LINKED 90-DAY ACTIONS

- Conduct leadership training that emphasizes understanding ground-level employee concerns.
- Establish feedback channels that allow for honest communication without fear of repercussions.

### SUCCESS INDICATORS

Employee engagement scores improve in subsequent surveys.

## Resistance to Change from Individual Contributors

High Risk

### SPECIFIC THREAT

Individual contributors may feel alienated and less motivated during transition.

### MITIGATION STRATEGY

Facilitate change management workshops focusing on the benefits of integration.

### LINKED 90-DAY ACTIONS

- Implement a buddy system where employees can discuss their concerns with mentors from AgriGiant.
- Schedule frequent check-ins and listening sessions.

### SUCCESS INDICATORS

Reduction in complaints or negative feedback regarding integration.

## Leadership Credibility Issues

High Risk

### SPECIFIC THREAT

Divergent views between employee and leadership perspectives may lead to clashes.

### MITIGATION STRATEGY

Promote leaders who acknowledge and address cultural differences.

### LINKED 90-DAY ACTIONS

- Integrate leader-led sessions that promote cultural understanding and address gaps.
- Encourage executive visibility within all levels of Culture XI.

### SUCCESS INDICATORS

Improved trust scores in follow-up assessments.

## Cultural Elements to Preserve from Culture XI

### Employee Recognition Practices

**Why Preserve:** Culture XI has strong informal recognition programs that boost morale.

**How to Preserve:** Incorporate these programs into AgriGiant's framework to retain employee engagement.

### Open Communication Channels

**Why Preserve:** Culture XI values transparency and open dialogue.

**How to Preserve:** Maintain these channels as AgriGiant promotes a top-down approach.

### Community Involvement Initiatives

**Why Preserve:** Culture XI's commitment to local community engagement strengthens its brand.

**How to Preserve:** Continue supporting these initiatives under the AgriGiant umbrella.

## AI-Powered Due Diligence Analysis

Upload financial reports, org charts, cultural surveys, or other documents for AI analysis



Upload documents for due diligence analysis

Choose Files

Supported: PDF, Word, Excel, CSV, Images

Analyze Due Diligence

You also have the option to add in other Due Diligence documents to complete deal and have AI perform a detailed analysis with real numbers using the data already compiled from the Buyer and Seller assessments.

## Role-Based Integration Analysis

Understanding how different organizational levels perceive and will experience the integration

### Perception Gaps Between Organizational Levels

#### Executive

Buyer: 3.97 | Acquired: 2.63

Gap: 1.33

#### Executive Level

**Primary Concern:** Alignment of executive vision with employee perception is critical to successful integration.

**Integration Approach:** Enhancing communication and involvement of executives in cultural transition processes.

#### Functional Leader Level

**Primary Concern:** Functional leaders must align their teams with the integration strategy to ensure smooth operational transitions.

**Integration Approach:** Training sessions that focus on leading through change and addressing team concerns.

#### Individual Contributor Level

**Primary Concern:** Low morale and disconnect between the leadership vision and reality on the ground may hinder engagement.

**Integration Approach:** Establish feedback channels to allow ICs to voice concerns and contribute to integration plans.

#### Impact on Synergy Realization

Failure to address these gaps could lead to disrupted workflows, low productivity, and loss of strategic advantages.

### Synergies at Risk

Enhanced decision-making speed across organizations.

**At Risk Due To:** Misalignment between leadership directives and individual contributor support.

**Mitigation:** Encourage agile decision-making frameworks that include input from all levels.

Cohesive branding and customer engagement strategies post-acquisition.

**At Risk Due To:** Cultural friction might prevent cohesive messaging and unity in customer outreach.

**Mitigation:** Develop cross-team marketing committees that encompass members from both organizations.

M&A Integration Calculator allows for manual input in the following fields (numbers in parentheses were used in the calculations shown on the next few pages):

1. Employee Count of Acquired Company (1700)
2. Revenue of AC (millions) (598)
3. Average Salary (thousands) (82)
4. Integration Costs (millions) (58)
5. Target Synergies (millions) (200)

## \$ M&A Integration ROI Calculator

Quantify the financial impact of cultural friction and the ROI of proper integration

Cost of Inaction

**\$218.4M**

If cultural issues ignored

Integration Investment

**\$8.7M**

Cultural programs

ROI

**1827%**

Return on investment

Net Benefit

**\$158.9M**

Payback: 0.6 months

### ⚠ Turnover Risk Alert

Projected Turnover Rate

**15%**

Employees at Risk

**255**

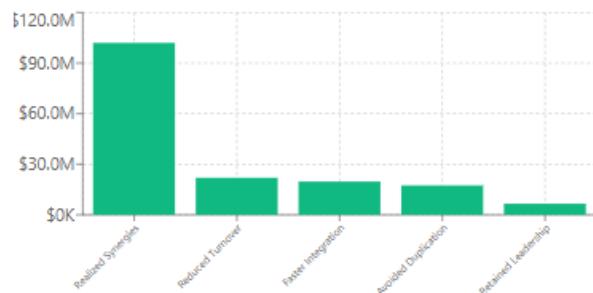
Leadership Turnover

**17**

### ▼ Risk Breakdown (If Cultural Issues Ignored)



### ↗ Benefits of Proper Integration



### ⚠ Top Financial Risks

Projected Employee Turnover

\$31.4M

High

Integration Delays

\$24.7M

Medium

Lost Synergies

\$120.0M

High

### ⌚ Critical Actions - First 30 Days

#### 1 Conduct Employee Engagement Surveys

Identify concerns and areas of misalignment among employees to develop targeted strategies

Owner: HR Director

#### 2 Launch Communication Campaign

Create transparency around the integration process and address employee concerns to mitigate anxiety

Owner: Communications Team

#### 3 Establish Support Programs (e.g., Counseling, Mentoring)

Provide resources and support for employees to adapt to cultural changes, thereby reducing turnover

Owner: Employee Relations Manager

## \$ Recommended Budget Allocation

### Cultural Awareness Training

40%

Foster understanding and alignment between the two organizations' cultures.

### Team Integration Workshops

30%

Encourage collaboration and relationship-building among teams.

### Employee Support Services

20%

Provide assistance to employees during the transition period to mitigate turnover.

### Communications and Outreach

10%

Ensure ongoing dialogue and information dissemination to keep employees engaged and informed.

## ⌚ Integration Success Metrics

Employee Retention Rate

Employee Engagement Scores

Cultural Alignment Survey Results

Feedback from Integration Initiatives

Time to Full Integration Completion

## 📘 M&A Cultural Integration Playbook

Comprehensive action plan with communication strategies, leadership actions, and risk mitigation

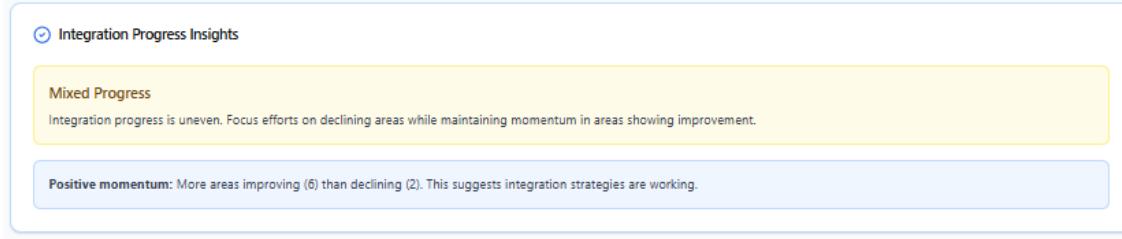
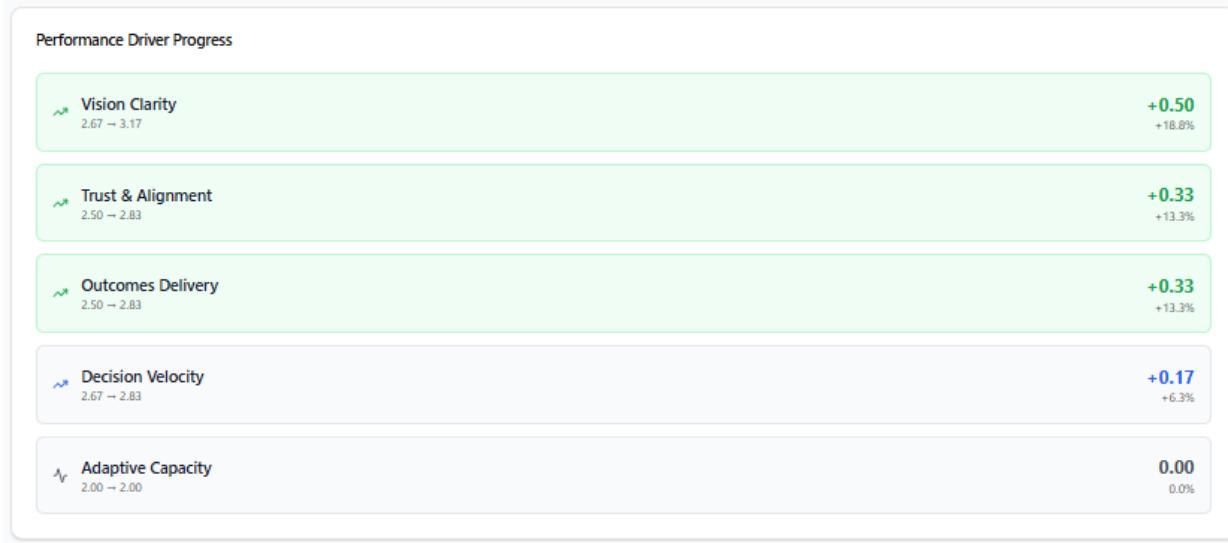
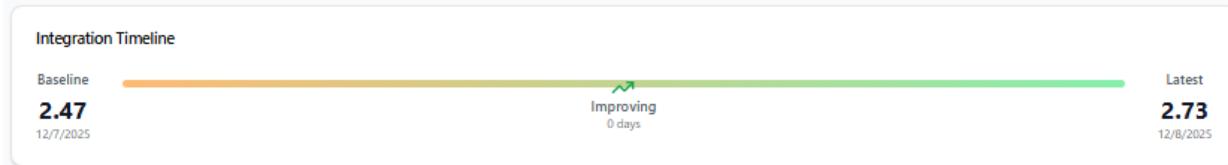


Generate a detailed integration playbook with communication strategies, cultural programs, and risk mitigation plans

 [Generate Integration Playbook](#)

AI generated playbooks for the integration activities and success metrics needed for transition.

Assessments taken every quarter with integrated metrics and KPI's will be kept track in this trend analysis section showing progress or regress on the Integration and Transition activities.



# M& A Scenario Planning Tool

## M& A Scenario Planning

Compare different integration strategies and forecast their impact on risk, ROI, and success

### Baseline Data

Acquired Company Employee Count \*

1700

Acquired Company Annual Revenue (Millions)

598

Acquired Company Average Salary (Thousands)

82

Base Integration Budget (Millions) \*

68

### Integration Scenarios

+ Add Scenario

#### Aggressive Integration

Strategy Approach

Fast & Comprehensive

Cultural Investment % of Budget

20

Timeline (Months)

6

Communication Program

Intensive

Leadership Alignment

High Priority

Focus Areas (comma separated)

Leadership alignment, Quick wins

#### Moderate Approach

Strategy Approach

Balanced & Phased

Cultural Investment % of Budget

15

Timeline (Months)

12

Communication Program

Regular

Leadership Alignment

Medium Priority

Focus Areas (comma separated)

Cultural assessment, Gradual change

Analyze Scenarios

Cancel

## M&A Scenario Planning

Compare different integration strategies and forecast their impact on risk, ROI, and success

### Recommended Approach

#### Moderate Approach

Lower risk profile, higher success probability, and effective management of cultural change.

##### Scenario Rankings

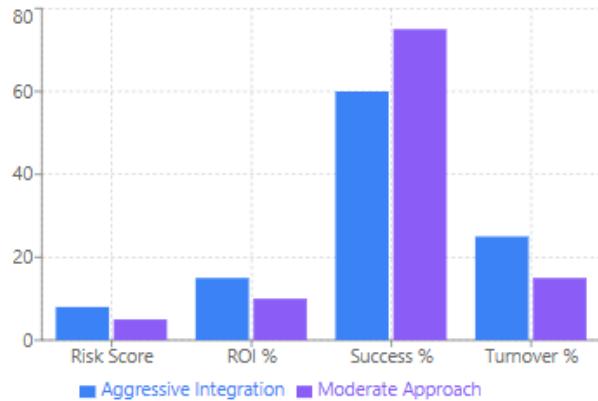
###### 1 Moderate Approach

Achieves effective integration with lower turnover risk.

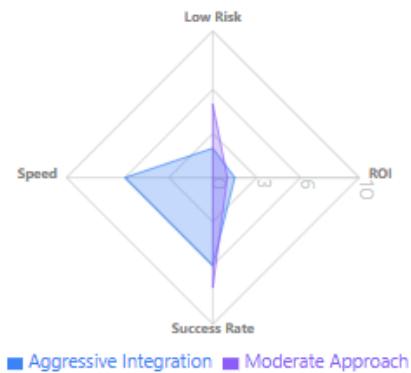
###### 2 Aggressive Integration

High risk but could yield quick results by rapidly capturing synergies.

##### Scenario Comparison - Key Metrics



##### Overall Performance Profile



## Aggressive Integration

60% Success

Risk Score

**8.0/10**

+2 vs baseline

ROI

**15%**

Turnover

**25%**

Timeline

**12 mo**

On track with aggressive goals

### KEY BENEFITS

- ✓ Quick cultural blending
- ✓ Fast realization of synergies
- ✓ Early leadership alignment

### KEY RISKS

- ⚠ High employee turnover
- ⚠ Resistance to rapid changes
- ⚠ Potential leadership conflicts

### CRITICAL SUCCESS FACTORS

- Effective communication strategy
- Engaged leadership
- Support structures for employees

### Tipps Points - Make or Break Moments

#### Initial leadership alignment

0-3 months

✓ Success If:  
Strong visionary leadership

✗ Failure If:  
Disconnected leadership

Intervention:  
Regular leadership workshops

#### Employee feedback sessions

4-6 months

✓ Success If:  
High employee morale

✗ Failure If:  
Widespread dissatisfaction

Intervention:  
Anonymous surveys and feedback loops

#### Cultural initiatives rollout

6-9 months

✓ Success If:  
Employee engagement in initiatives

✗ Failure If:  
Lack of participation

Intervention:  
Incentives for participation

## Moderate Approach

75% Success

Risk Score

**5.0/10**

-1 vs baseline

ROI

**10%**

Turnover

**15%**

Timeline

**24 mo**

On track with phased timeline

### KEY BENEFITS

- ✓ Lower employee turnover
- ✓ Smoother cultural integration
- ✓ Reduced likelihood of disruption

### KEY RISKS

- ⚠ Slow integration process
- ⚠ Missed early opportunities for synergy
- ⚠ Potential burnout from extended timeline

### CRITICAL SUCCESS FACTORS

- Ongoing cultural engagement
- Regular assessment of integration progress
- Adaptation to feedback

### Tipps Points - Make or Break Moments

#### First cultural assessment results

6 months

✓ Success If:  
Positive employee feedback

✗ Failure If:  
Negative sentiment

Intervention:  
Revisit cultural integration plan

#### Midpoint review with leadership

12 months

✓ Success If:  
Clear milestones achieved

✗ Failure If:  
Stalled progress

Intervention:  
Strategic planning sessions to reset goals

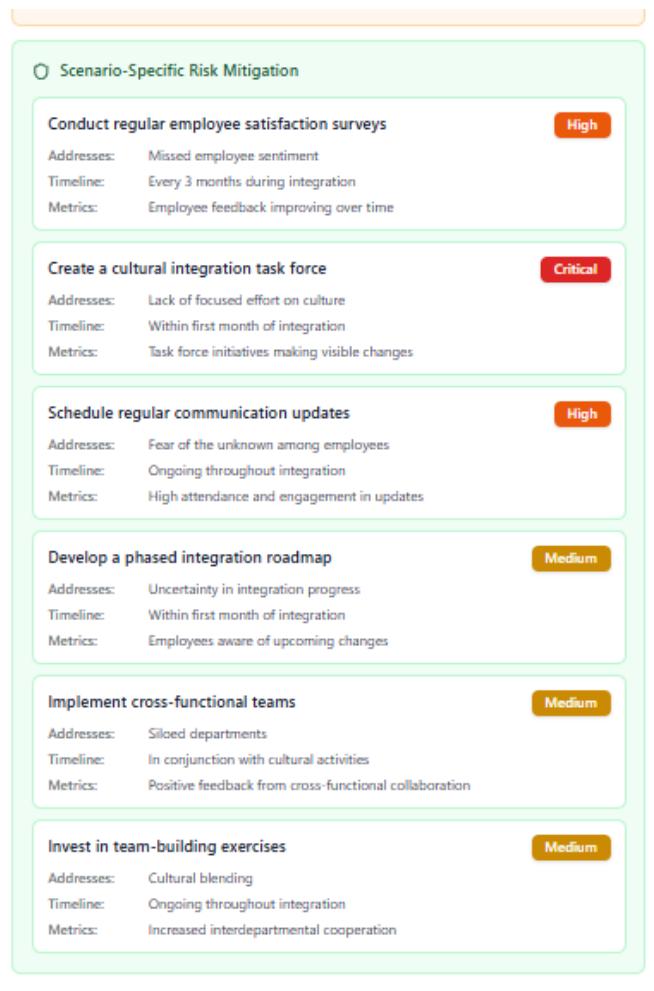
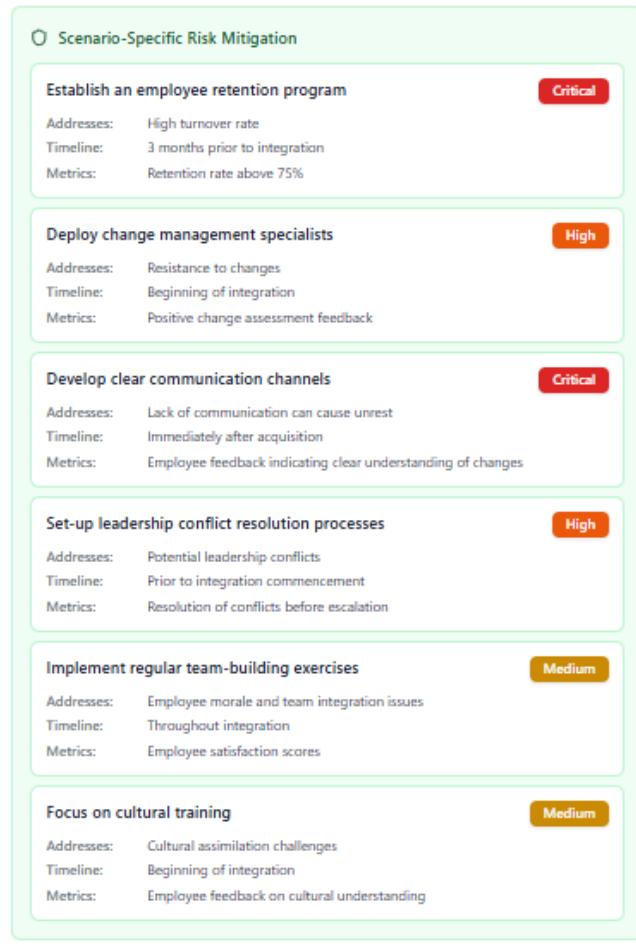
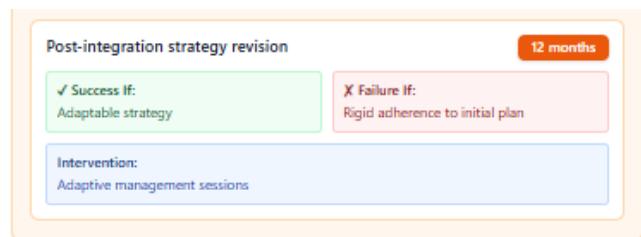
#### Final phase adoption of changes

18 months

✓ Success If:  
Broad acceptance of changes

✗ Failure If:  
Resistance to final changes

Intervention:  
Final workshops and support programs



## ↗ Hybrid Approach Recommendations

### Phased Aggressive Integration

**Combines:** Elements of aggressive leadership focus and quick wins, Phased rollouts of cultural initiatives and structured assessments

**Expected Outcome:** Faster realization of benefits while managing employee morale through gradual changes.

## ⚡ Tipping Point Matrix - Cross-Scenario Vulnerabilities

Identifies critical risk periods and necessary interventions for each scenario.

### 0-3 months High-Risk Period

Scenarios Most Vulnerable:

Aggressive Integration

Recommended Focus:

Establish strong leadership presence and communication

### 3-6 months High-Risk Period

Scenarios Most Vulnerable:

Aggressive Integration

Moderate Approach

Recommended Focus:

Assess integration progress regularly to identify morale issues

### 12-18 months High-Risk Period

Scenarios Most Vulnerable:

Moderate Approach

Recommended Focus:

Ensure that the final phases of integration maintain employee engagement

### 18-24 months High-Risk Period

Scenarios Most Vulnerable:

Moderate Approach

Recommended Focus:

Prepare for final assessment of integration results and feedback rounds.

## ⚠ Critical Warnings

### ⚠ Aggressive Integration

**Warning:** High turnover potential and cultural clash risks during rapid integration.

**Why Risky:** The fast pace may alienate employees and create pushback, impacting overall morale and retention.

### ⚠ Moderate Approach

**Warning:** Risk of missed opportunities for synergies during slower integration.

**Why Risky:** Extended timelines may delay potential benefits and create disengagement in early stages.

