



The Six Conversations Your Board Should Be Having

2 October 2018

The webinar will begin shortly...

The Six Conversations Your Board Should Be Having

BOARD INTELLIGENCE WEBINAR



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1. Where do boards **spend their time**?
2. How can you design agendas that **focus on what matters**?

Agenda

- What is the **Six Conversations model**?
- Where does your **Board** spend its time?
- What is **the solution**?

PART ONE

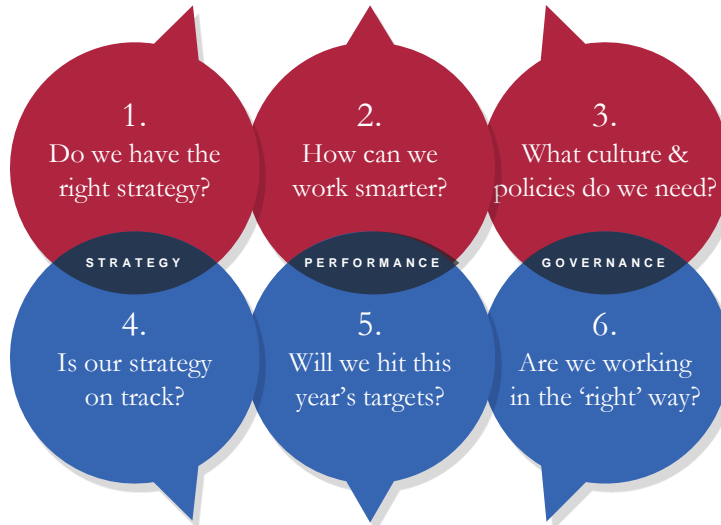
What is the Six Conversations model?



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PART ONE – THE SIX CONVERSATIONS
MODEL

Steering



Supervising

A retail example...



PART TWO

Where does your Board spend its time?



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Steering **vs.** Supervising

Strategy **vs.** Performance **vs.** Governance

Plan **vs.** Reality

What does the research say?

WHERE DO BOARDS
SPEND THEIR TIME?



41% performance

32% strategy

26% governance

IS IT OPTIMAL?



44% more strategy

IS ANYTHING BEING
DONE ABOUT IT?



75% no change

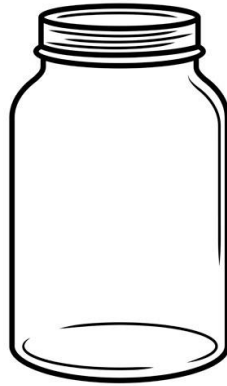
PART THREE

What is the solution?



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The Jar of Life



The Jar of Life



What's the outcome?

- The result is a forward calendar of key discussion topics that are led by, and aligned to, the priorities of the business – the **rocks**
- Meetings are then driven by these priority items and not the more administrative (though still necessary) routine items – the **sand**
- There's also some capacity left for new items that crop up – the **pebbles**

The next step is to build out individual agendas...

4. SUMMARY

Why does this matter?

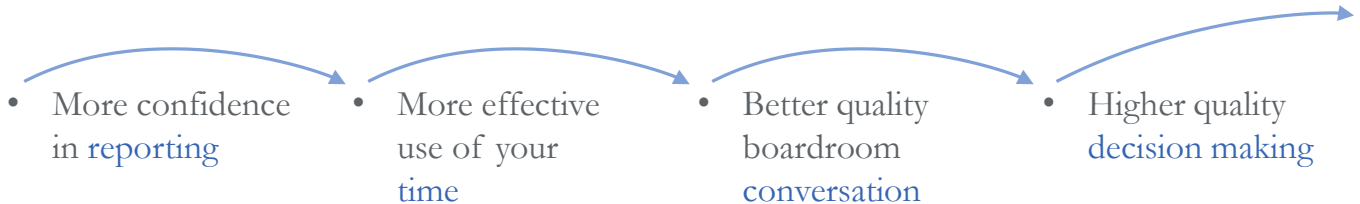


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4. NEXT STEPS – SUMMARY

Summary

The right understanding and execution of the board's role, combined with the right information will enable:



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