

Oliver Wight's Quick Guide to The Proven Path

This guide provides a quick reference on the Proven Path: What it is, and why executives rely on it when transforming business performance and growth. We hope you find this guide useful in introducing the Proven Path to your company's executives and managers.

Why the Proven Path

Executive teams rely on the Proven Path when implementing change and improvements of any kind. Why? It works. It also shortens the time to results.

The Proven Path is designed to capture and leverage the intersection of "Project Management" and "Change Management." This approach ensures that implementation of change occurs in the order needed to ensure success and not waste time and money.

What Is the Proven Path

When clients follow every step of the Proven Path, our clients have a 98 percent success rate in achieving their objectives.

There are three discrete phases of the Proven Path: Lead, Transform, and Own. When each phase is well executed, the success rate in making sustainable improvements is dramatically increased.

[Our approach](#) in each phase leads to overall initiative success:

Lead

This phase starts with educating the executive team on what it will take to make the desired improvements and the expected return on investment. Without the executive team's support and leadership, improvement initiatives are doomed to struggle or fail.

Transform

This phase focuses on people becoming highly skilled and engaged in the design of the process improvements. They also make sure that roles and responsibilities are clear. As a result, internal "change agents" are developed who will own successful deployment of the improvements.

Own

This phase focuses on coaching and mentoring to ensure the investment yields sustainable, long-term results. Business leader oversight is also deployed to reinforce and support employees through feedback and integrated metrics.

[Take a self-guided tour of the Proven Path.](#)

The Proven Path

What Clients Say About the Value of the Proven Path

Following are examples of what executives and managers tell us about the impact of the Proven Path on their transformation efforts:

- “I’m more confident than I’ve ever been to lead the change to improve our company.”
- “The reliability of the Proven Path takes risk out of the equation.”
- “It’s about time we are in sync with leadership. Our understanding of the path forward is much clearer.”
- “Our focus on business results is greater than it’s ever been, with real actions to support.”
- “We are truly a team now, focused on the ‘right’ things.”

Insights on the Oliver Wight Proven Path

- Executive viewpoint on the value of the Proven Path
- [Self-guided tour of the Proven Path](#)
- [What others say about their Proven Path experience](#)
- White Paper - [Too Important to Fail: How to Ensure Improvement Projects Drive Sustained Success](#), by Crystal Lee
- Webinar - [Too Important to Fail: How to Ensure Improvement Projects Drive Sustained Success](#)

Making Business Performance Improvements?

Contact us to learn more about how to ensure the success of business improvement efforts with the Proven Path.

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