

# KANNON Facilitation

## Kannon Facilitation Services: Providing Direction for Organizational Effectiveness

Kannon brings hands-on experience to get the most out of meetings and to serve as a catalyst for collaborative solutions.

Kannon's expert facilitation and support makes it easier for people to work together and to reach agreement on co-created outcomes. The team's trained leaders make certain that agendas are structured and goals clearly stated. We ensure that discussions remain productive and on track, and that everyone participates.

### Kannon's services enable organizations to:

- Clarify key tactical issues
- Resolve conflicts and grow consensus
- Strengthen internal relationships
- Redefine mission or strategic vision
- Generate new concepts and fresh points of view

Kannon's team is knowledgeable about, and has experience with, the various venues available for group discussions today, including video conferencing and online meetings.

We have a proven history of facilitating productive and effective meetings across a range of industries including healthcare, retail, education, telecommunications, media and financial services, for multi-unit companies, at both the corporate and business-unit level, as well as trade associations and not-for-profit organizations.

## Kannon brings an *Outside-In* perspective and real world experience

Kannon professionals have solid real-world backgrounds. They have designed *and* executed strategies, making them well-suited to bring hands-on experience and insight to projects.

We build strategies from the *Outside-In*, starting with an in-depth understanding of customers, contributors, channels and the competitive environment. Focused, thoughtful analyses and discussion are the result.

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## Facilitation

Kannon's facilitation methods are structured, yet tempered by a fundamental appreciation of how organizations really work and how clients will ultimately need to use the findings.

In addition, Kannon's work in multiple industries has given the team exposure to a variety of tested approaches and tactics that can be successfully applied to projects.

By applying real-world insight and structured thinking, Kannon's facilitators work with clients to develop the necessary tools and strategic frameworks to compete successfully in today's dynamic environment.

**Kannon provides a range of facilitation approaches from primarily meeting management to addressing the issues at hand**

### Focused-Discussion Services

By guiding and focusing discussions, Kannon's facilitators provide a supportive environment that encourages interaction and the sharing of invaluable insights.

- Clarify purpose, vision, values and goals
- Collect honest feedback and capture a group's best thinking
- Broaden perspectives and confront organizational "myths"

### Organizational-Driven Services

Sometimes even the most dedicated groups can find themselves off course, beset with conflict, or overwhelmed with differing opinions.

- Recognize and resolve conflicts
- Generate creative solutions
- Develop consensus on resolutions, roles and responsibilities
- Energize organizational teamwork



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### Substantive Facilitation Services

Kannon's unique and customized substantive approach is most effective when organizations seek to establish a reinvigorated mission or vision, to navigate a new strategic direction, or to identify alternative growth opportunities.

Kannon researches the client's situation and needs, including an evaluation of the underlying economic, demographic, technological and marketplace trends that will likely drive change.

- Clarify strategic direction and re-align resources
- Identify new market expansions and growth opportunities
- Generate new product and service ideas
- Build future scenarios and the strategies needed to win

To find out more about how these services might apply to your organization, please contact:

#### **Barbara G. Cohen**

Kannon Consulting  
333 North Michigan Avenue  
Suite 2124  
Chicago, Illinois 60601

312.346.2244  
[www.kannon.com](http://www.kannon.com)  
[bcohen@kannon.com](mailto:bcohen@kannon.com)