FRAMEWORKS

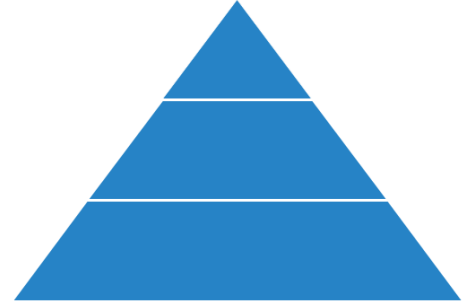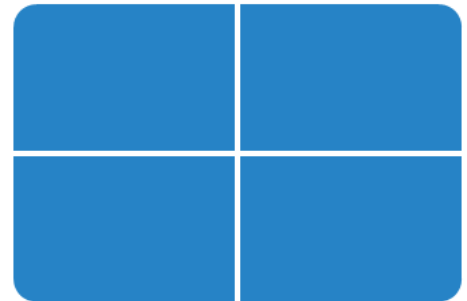## TRIANGLE
Related items of increasing value or successive steps

RECTANGLE
A set of items of equal importance that create a whole
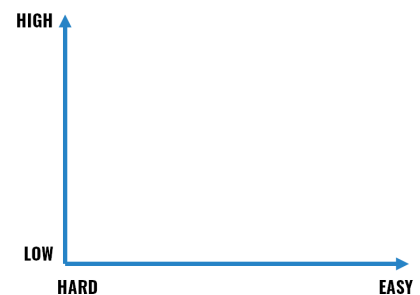
SET OF THREE
Three ideas which combined to offer high level idea or story

Two Axes
Two variables assessment resulting in clear rank of value

HIGH

LOW

HARD

EASY

FRAMEWORKS

HOUSE
Foundation + core factors + roof holding everything together
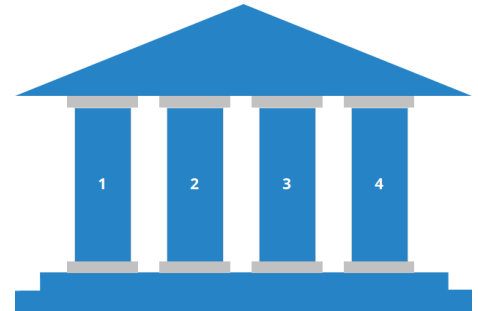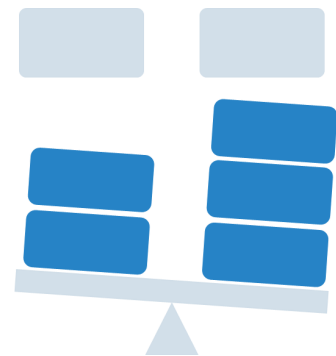
PROCESS
A series of success steps or a timeline of events

SCALE
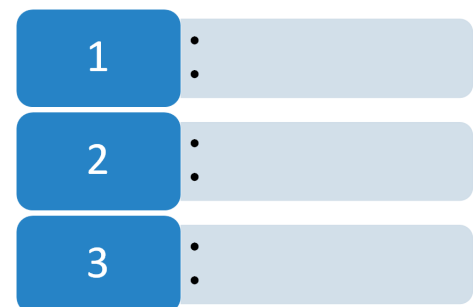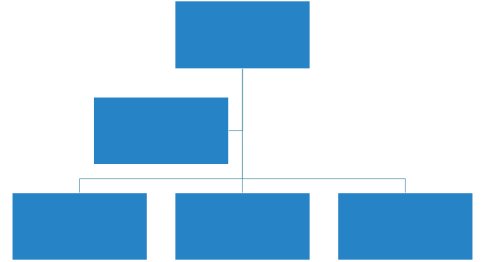Showing the relative comparison of factors in a decision

LISTS
Lists of a number of factors, criteria, or descriptors

FRAMEWORKS

HIERARCHY
Shows relative rank of variables, issues, or people
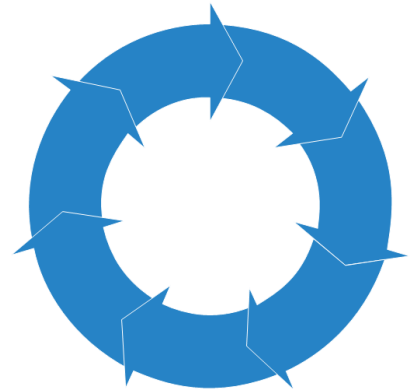
WHEEL
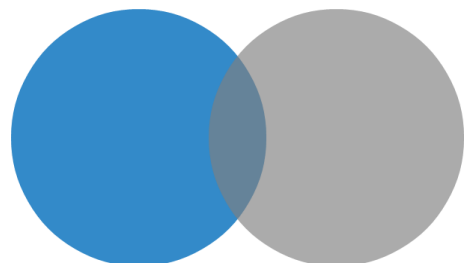A large set of variables or factors that fit together

WHEEL CYCLE
A continuous cycle of events that loop over and over

VENN DIAGRAM
Identifying the overlap between two things

EXAMPLES

PEPSI - CORPORATE STRATEGY

A variation on the "house" framework. Three pillars + underlying values held together by mission + vision

| MISSION | Create more smiles with every sip and every bite |
| VISION | Be the global leader in convenient foods and beverages by winning with purpose |

THE PEPSICO WAY

FASTER — Winning in the marketplace, being more consumer-centric and accelerating investment for topline growth

STRONGER — Transforming our capabilities, cost, and culture by operating as one PepsiCo, leveraging technology, winning locally and globally enabled

BETTER — Integrating purpose into our business strategy and doing even more for the planet and for our people

BE CONSUMER CENTRIC · ACT AS OWNERS · FOCUS & GET THINGS DONE FAST · VOICE OPINIONS FEARLESSLY · RAISE THE BAR ON TALENT & DIVERSITY · CELEBRATE SUCCESS · ACT WITH INTEGRITY

BCG - TRANSFORMATION

A variation on the rectangle. Top two elements of equal importance. "Organizing for sustained performance" happens throughout. All held together by "value creation"

Funding the Journey
Revenue opportunities
Organizational simplicity
Capital efficiency
Cost efficiency—target quick wins

Winning in the Medium Term
Growth
Business model innovation
Target operating model
End-to-end lean

Organizing for Sustained Performance
Leading from the front
Talent and capability building
Organization design
Performance culture
HR as strategic partner
Change management

Strong and Sustainable Value Creation
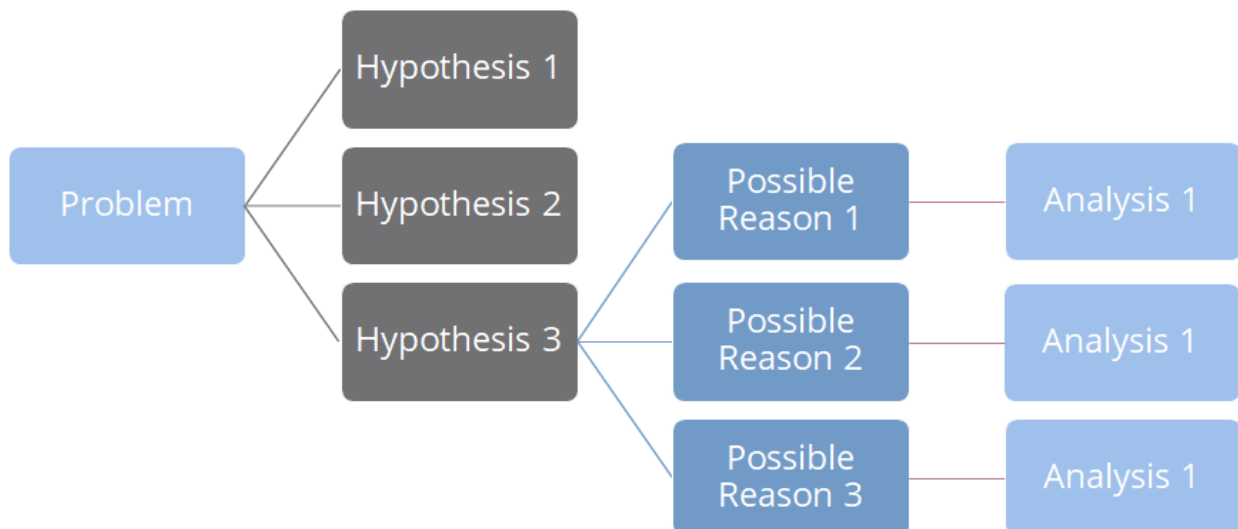
Source: BCG

EXAMPLES

EASE OF IMPLEMENTATION VS. IMPACT

A two axes ranking exercise often used to team workshops to align around relative ease and potential impact
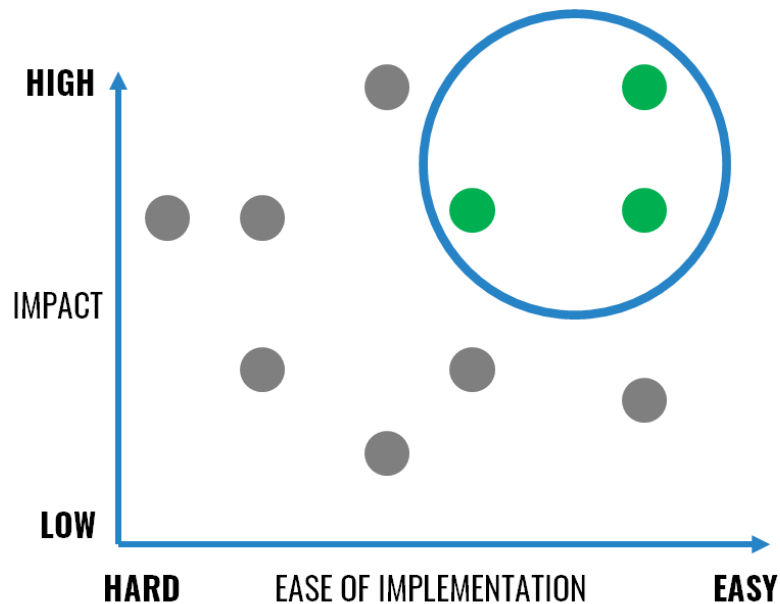
ISSUE TREE

A hierarchy of issues starting with a high-level problem, often used in consulting to identify areas of focus for a project

EXAMPLES

MCKINSEY 7S FRAMEWORK

A remix on the wheel framework with a central circle tying everything together. An older, but famous, framework.