

Deloitte.

STRIP
AWAY EVERYTHING

SET ASIDE EVERYTHING YOU THINK YOU KNOW ASSUMPTIONS, BELIEFS, AND DOGMA ARE THE ENEMY

SILENCE DON'T PLAY "NICE"
YOUR CYNIC CHECK YOUR
EDGE
SUSPEND DISBELIEF AND ASSUME EVERYTHING'S POSSIBLE NO GREAT BREAKTHROUGH WAS BORN OF A NAYSAYER
CALL OUT THE ELEPHANTS THE SOONER YOU GET TRUTH ON THE TABLE, THE FASTER YOU GET RESULTS
ASK YOURSELF, "IS THIS TRULY UNEXPECTED?" SURPRISE IS THE MOTHER OF INSPIRATION

BREAKTHROUGH

MAKE A MESS LIVE WITH THE PROBLEM
STOP PERFECTING AND JUST START MAKING, DOING, TRYING A PROTOTYPE IS WORTH A THOUSAND DISCUSSIONS
AVOID RUSHING TO THE SOLUTION BETTER THINGS COME TO THOSE WHO EXPLORE BEFORE ACTING

ENLIST A MOTLEY CREW DIAL UP THE DRAMA
GO BEYOND THE USUAL SUSPECTS SPARKS FLY WHEN THINKERS, DOMAINS, AND OUTSIDE DISCIPLINES COLLIDE
CREATE A FULL-SENSORY THEATRICAL EXPERIENCE NARRATIVE ARE HOW HUMANS MAKE MEANING

GET MAKE REAL CHANGE
SHED THE VENEER AND BRING YOUR HUMAN SELF MAGIC HAPPENS WHEN WE'RE PERSONAL, CONNECTED, AND REAL
KNOW YOUR STUFF, EVOLVE, LEAVE A DENT, NOTHING MATTERS UNLESS IT MATTERS

Deloitte
Greenhouse

**There are times when
business as usual isn't enough...**



You simply can't afford:

Wasted time

You've spent countless hours on emails, presentations, and meetings that go nowhere.

The ROI for our time is ridiculous... we spend hours and hours and end up where we started.

Worn approaches

You're stuck in default settings that keep you churning in the same ruts, and you don't know how to get out.

We don't even know what we don't know... we just rehash the same set of assumptions.

Murky challenges

You've been given ambitious mandates to go farther, faster, better when often neither the path nor the destination is clear.

I've been told to "Go Innovate" as if it's just that easy to start doing it. Where? How?

Misalignment

You don't have the alignment you need to get traction – within your team, around your challenges, or about your opportunities.

My team is supportive, but what I need is for them to be truly committed.

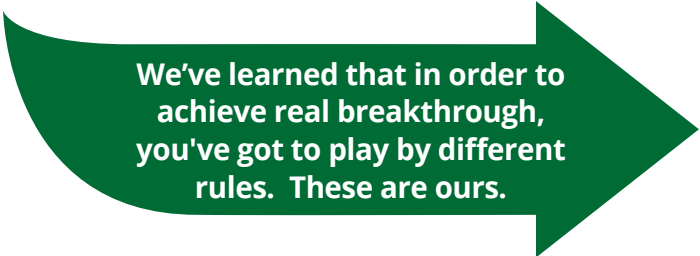
YOU NEED A BREAKTHROUGH

**But breakthroughs don't
just happen by accident.**

So we've studied how to consciously create them. We dug into the science of group dynamics and team performance. We looked at environmental psychology and the effect of design thinking on creativity. We studied the skills that separate average from exceptional facilitation. And we researched the mechanics of innovation theory.

Through this research, we discovered the power of immersive experiences – 1-2 day interactive sessions tailored to address specific business challenges. We treat these experiences like labs because they promote experimentation in a controlled environment.

After thousands of sessions with senior executives, we've developed a deep understanding around why groups get stuck, and how to create the conditions for breakthrough.



**We've learned that in order to
achieve real breakthrough,
you've got to play by different
rules. These are ours.**

BREAKTHROUGH

— MANIFESTO —

STRIP AWAY EVERYTHING

SILENCE YOUR CYNIC

MAKE A MESS

LIVE WITH THE PROBLEM

GET REAL

ENLIST A MOTLEY CREW

CHECK YOUR EDGE

DON'T PLAY "NICE"

DIAL UP THE DRAMA

MAKE CHANGE



Your space to experience breakthrough.

When you step into a Deloitte Greenhouse space, you step away from the standard flat meetings, mind-numbing presentations, and stale status-quo thinking. Instead, you step into a Deloitte Greenhouse experience custom-designed to help you dig into complex issues and get to breakthrough. These sessions go beyond typical workshops because:

1. Our experiences are built on extensive research around how to disrupt ordinary thinking, reveal new possibilities, and incite productive action; and
2. Our experiences are delivered by professionals skilled not only at traditional facilitation, but also at strategic framing, engagement, intervention, analysis, and synthesis.

**It would have taken
us six to nine months
to achieve as much
as we did today.**

— CEO, healthcare delivery system

The result?

Behavioral science, design thinking, and strategy converge to help you solve your toughest business challenges.



Innovation

Your ideas may be getting stale.

How can you spark new thinking?



Alignment

You have a big, bold vision.

How will you make it a reality?



Analytics

You're drowning in data.

How do you make it meaningful?



Strategy

The world isn't getting any simpler.

What will you do to win?

These are the topics our clients struggle with most frequently.

Sound familiar?



Relationships

Your bottom line depends on people.

How can you better relate?



Transformation

You need to be better, faster, leaner.

How can you make change happen?



Transition

You've made it to the top.

Now what?



Leadership

The world is full of potential.

How will you realize yours?

Deloitte Greenhouse experiences use a three-part method - refined in 3000+ sessions - to engage participants intellectually, emotionally, and physically.



1. Approach

We start with a design, facilitation, and experience methodology underpinned by extensive research

- ▶ Executive & group process facilitation techniques
- ▶ Tested frameworks and immersive exercises
- ▶ Moments of Impact design method



We literally wrote the book on designing strategic conversations...

Read more in the national bestseller **Moments of Impact**, by Chris Ertel of Deloitte Consulting and Lisa Kay Solomon.



2. Content

We ground everything we do in intellectually robust content

- ▶ Deloitte Greenhouse IP
- ▶ Proprietary experiential engagement research and insights
- ▶ Deep business and industry expertise



3. Environment

We take you out of the ordinary and into a consciously designed environment

- ▶ Dynamic room configurations
- ▶ Immersive visuals
- ▶ Holistic sensory activation
- ▶ Emerging technologies



Human behavior-based insights

To enhance our Deloitte Greenhouse experiences, we conduct research and develop proprietary tools around the key dynamics underpinning individual, team, and organizational breakthroughs, including:



Moments That Matter

A framework to identify, and realize the potential of pivotal moments through specific behaviors.



Business Chemistry®

A science-backed system to understand working styles and improve relationships, collaboration, and communication.



The Cause Effect

Research highlighting mechanisms associated with hyper-successful efforts, and ways to bring those to life within a project.



It all adds up to a welcome departure from business as usual and a refreshing reminder that **there's a better way to work.**

Disrupt ordinary thinking

It's tempting to jump right into solutions. We step back and first build a rich understanding of challenges and their context.

We'd been debating between options for months. It was going back to the problem that finally broke the stalemate.

Reveal new possibilities

Expand beyond the obvious and dive into unexpected, innovative, and creative solutions to previously ambiguous mandates.

It was like we had a new understanding of the customer after taking the time to truly walk in their shoes.

Incite productive action

Bravely call out the real barriers to progress, create ownership, and get your team aligned on the precise actions required to get results.

This changed the game for us...in fact, I'm not sure we were even in the game before.



EXPERIENCE

BREAKTHROUGH



**Experience your breakthrough at one of our five U.S.
Deloitte Greenhouse locations or on the road, upon request.**



For more information, please contact
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**SILICON
VALLEY**



CHICAGO



**DELOITTE
UNIVERSITY**



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**MOBILE &
GLOBAL**

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