

Poll Results: Technology Disruption and Impact on Business Models

Thanks to those who responded to our poll on anxiety regarding your company's business model and the headwinds you expect in the next year.

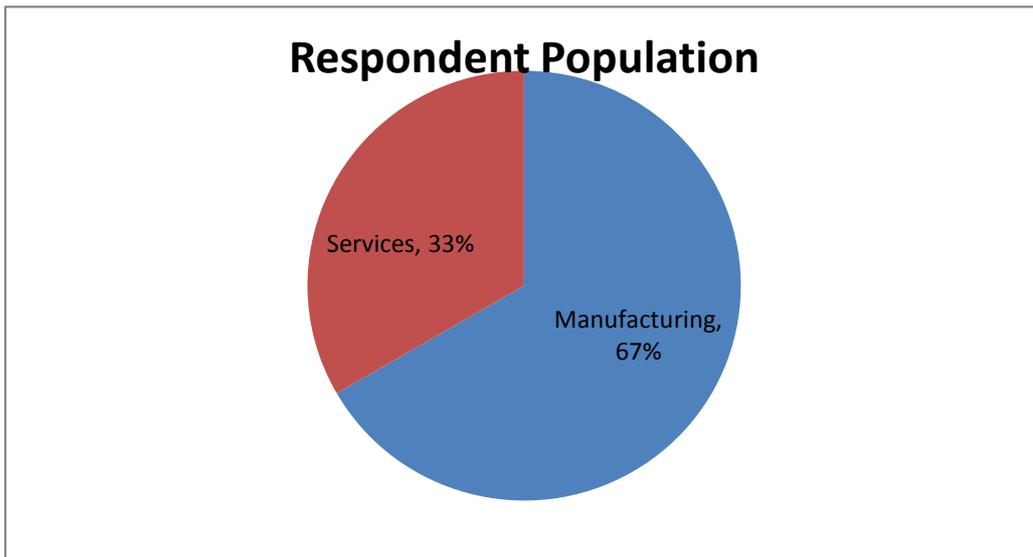
The responses are summarized in this brief report. In general, they reflect what we have been hearing from students in our Advanced Management Skills Program over the last several years.

The data reveal that the most pressing concern among our graduates and friends is technological disruption (32% of total responses) followed by Raw Material Costs (27%). Regulatory and health care issues combined were mentioned in 18% of the responses.

These issues are the subject of our third module in the Advanced Management Skills Program. For more information, visit our website.

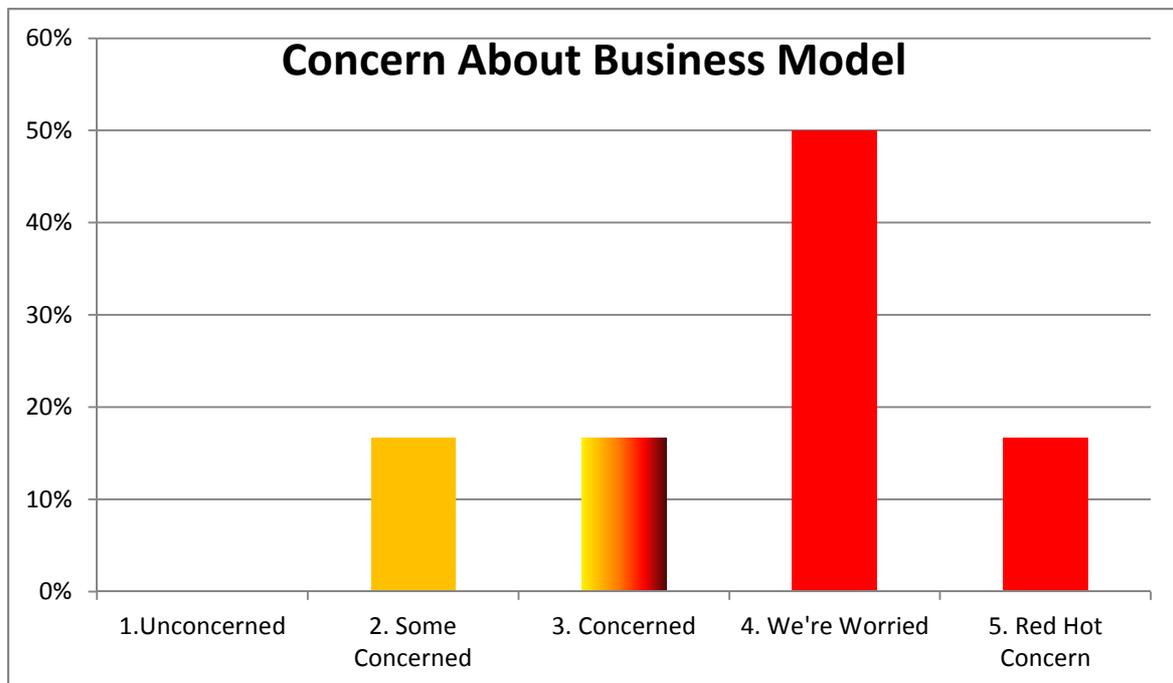
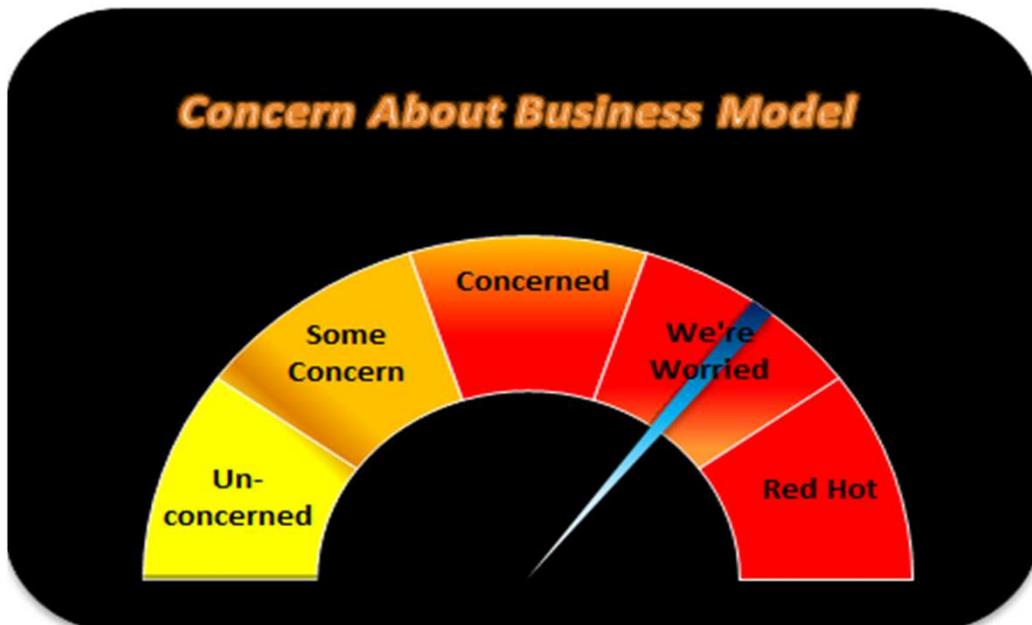
Thank you for your participation

Phil Janson and The Mahler Team
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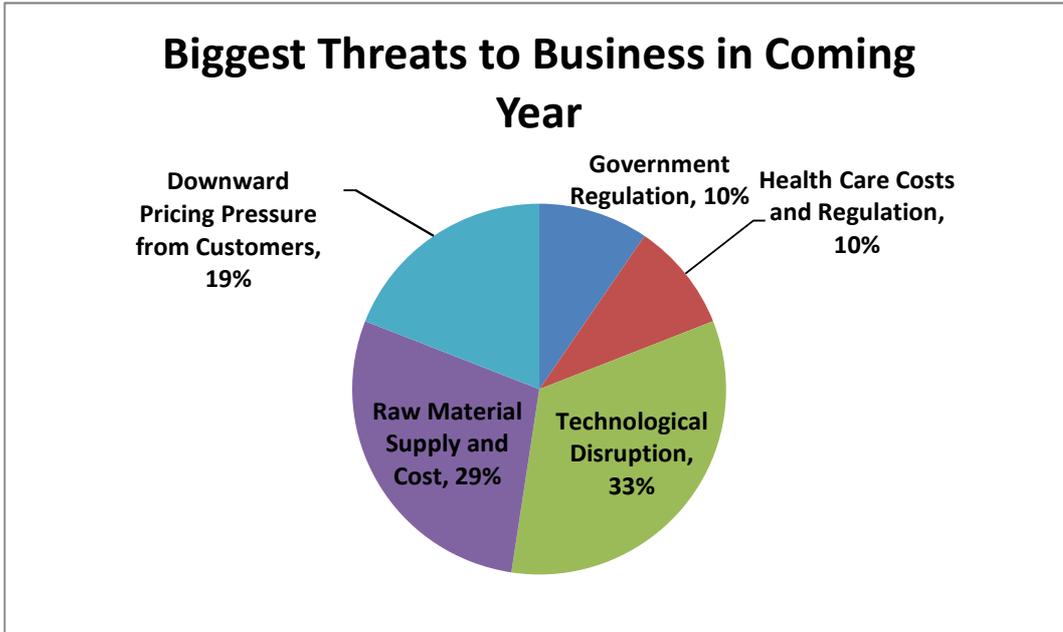
Finding 1: Many of You ARE Awake at 3AM!

As it turns out, many of you appear to indeed be awake at 3AM worrying about some aspect of your business model:

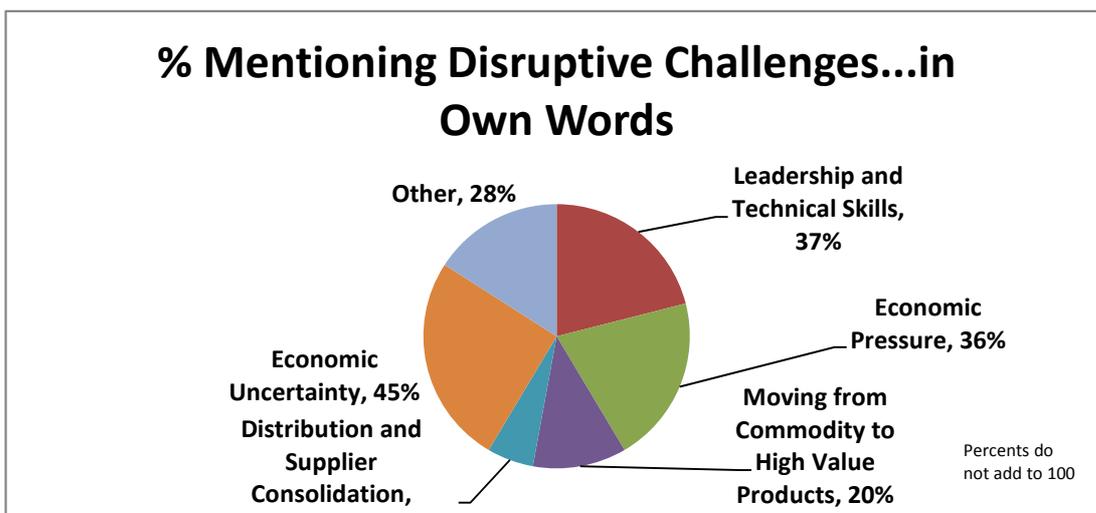


Finding 2: Tech. Disruption Heads the List of Concerns

While regulation and health care costs were mentioned, it is technology that you worry about most, followed by raw material costs, pricing pressure from customers and finally government regulation and health care costs.



And your open ended responses produce a slightly different view of the disruptive forces you face. Economic uncertainty followed by leadership and technical skills gaps and general economic pressure:



Summary

Whether the business is concerned with mineral exploration and extraction, energy production and service, automotive manufacturing or precious metal engineered products, the common theme is how to get ahead of customer requirements with technology that we can anticipate, learn, embrace and apply.

The implication is to first identify the nature of the disruption and then recruit, train and unleash the talent that can help us meet the challenge that lies ahead.

Thanks for reading and participating in our poll. Look for more on other topics. If you would like to continue the conversation, please drop me a line.

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