

Scott Propp – Introduction Bio



A former Fortune 100 executive, Scott helps C-Level executives successfully navigate their way to consistent, sustainable growth. Scott lives at the intersection of strategy and implementation and equips companies to create a self-sustaining culture of innovation that allows them to thrive.

Scott is a hands-on strategist with deep expertise in functions as diverse as R&D and sales who has successfully led large-scale “industry first” projects in 22 different countries using 12 proprietary business models. Scott’s business background has provided hands on P&L experiences in leading design, advanced manufacturing and international operations.

He is the founder of an advisory consultancy that has served more than 100 clients through keynotes, workshops and his strategic consulting services.

Scott’s academic background includes graduate-level degrees in engineering and business, as well as post-graduate executive training at the Kellogg School of Management and Harvard University.

Speaking abstract (option #1)

Leveraging the Hidden Pattern Underlying Every Successful Growth Project

Who will benefit: Executive leaders, HR managers, decision makers and subject matter experts who are accountable for initiating projects and equipping growth leaders and their teams.

With firms under immense pressure to deliver results, executives across the organization are scrambling to structure the best breakthrough projects that will deliver lasting results. As a result, HR leaders are also left wondering how they can:

- Invest just the right amount of effort doing strategic and tactical planning without getting lost in “analysis paralysis”
- Plan the project in a way that keeps the “right” resources focused on removing the riskiest elements first
- Help teams put in place tools that convert initial setbacks into learning that turns the tables on disillusionment and allows the group to say on track
- Reduce “friendly fire” by bringing in the whole firm’s best insight, at the right time to advance the project

In this session, you will discover how to use a methodology to build more effective teams and enable execution of the right projects that lead to lasting results. Drawing on his experience as a former Fortune 100 executive and growth leader who’s developed 12 business models across 22 countries, Scott will show you how to:

- Apply the universal pattern that has been used to create transformational projects across industries and business models.
- Avoid being one of the 90% of growth programs that stall. Gain proven ways to sustain momentum by applying the right effort at the right time to get the best results.
- Select and enable the right team and a clear process to surface unknowns to create deep know how and intellectual property for your firm
- Conserve resources by capturing and integrating the learnings into a scalable offering that is both more robust and simpler than your initial expectation

Speaking abstract (option #2)

The Complete Growth Leader: How to Identify and Develop Transformational Leaders in Your Organization

Who will benefit: Executive leaders, decision makers and subject matter experts who are accountable for identifying and equipping growth leaders and their teams.

With corporations under immense pressure to deliver results, Senior executives are feeling the pressure to identify growth leaders to lead breakthrough projects. Despite their best efforts, it can be difficult to:

- Identify the emerging leaders who can deliver your needed growth across business units
- Deploy efficient strategies for developing talent without taking them “offline” for traditional training
- Encourage those potential leaders who remain in the shadows to come forward and develop their skills
- Sustain a balance between developing talent and fostering suitable developmental roles

In this session, you will discover how to identify and equip the right leadership to build more effective teams and enable execution of the right projects that lead to sustainable growth and lasting results for your organization. Drawing on his experience as a former Fortune 100 executive and growth leader who’s developed 12 business models across 22 countries, Scott will show you how to:

- Identify the unique profile of leaders who are able to lead growth programs and advocate for the formation of high-impact teams that deliver.
- Leverage the four key competencies that every growth leader needs to augment your internal selection process and coaching methodologies.
- Recognize the important role of lateral influence to the outcome of innovative work, and learn the specific competencies that your growth leaders need to develop.
- Reinforce CHR’s unique role in coaching both senior leaders and growth leaders in establishing and communicating expectations.

Speaking abstract (option #3)

Using structured discovery to develop a growth strategy that the entire senior team can get behind.

Who will benefit: Executive leaders, decision makers and subject matter experts who are accountable for identifying and implementing strategic programs for their firms.

Traditional strategic planning processes are dependent on “the big event” and frequently place great pressure on one intensive offsite session to identify and set growth strategy. This talk shares a unique process developed to allow the C-Level team to find common ground sequentially in setting a powerful growth agenda. Key outcomes from this approach:

- Engagement – This approach places emphasis on both individual and group work, facilitated in a way to assure that the full voice of the team is utilized
- Outside insight – your way. How to bring in powerful and diverse outside viewpoints in a very consumable way, allowing your senior team to apply powerful new viewpoints efficiently.
- Focus – Built in sequential decision-making results in much better prioritized decision making and reducing costly circular discussions
- Energy - Employs your mid-senior leaders to contribute to your growth agenda

In this session, you will discover how to launch a planning cycle that will lift you out of the repetition of “the usual suspects” and get your team onto a fresh agenda of transformation. Drawing on his experience as a former Fortune 100 executive and growth leader who’s developed 12 business models across 22 countries, Scott will share:

- The powerful three stage process to unlock the one event gridlock.
- The key deliverables of each stage and how to take the first steps.
- Tools to build the right set of team members for each process stage
- Tips for building collaborative interactions with outside the firm stakeholders

What others say:

*I had Scott Propp present at our invitation only, C-Level networking group in the Twin Cities. We book speakers more than a year in advance, and Scott was the first speaker that reached out to me six weeks before the agreed date to make sure all the logistics were in place. Scott delivered a compelling and well-prepared talk that gave our group new strategic insights into finding and executing enterprise level innovation. He used storytelling, great visuals and relevant examples that allowed our group, that comes from a variety of industries, to connect with his message. I would recommend him to anyone looking for a speaker with a fresh look at innovation and growth. **Jack Baloga, Founder C-Group***

*Thank you for your excellent presentation at the Minnesota CEO & [Business Owner](#) Conference. Your contribution took the event to a new level. Many of [our attendees](#) commented on how much they enjoyed your insights and gained value from them. We appreciate you sharing your expertise and helping make the event so meaningful and relevant. **Aaron Hall, CEO & Business Attorney, Thompson Hall***

*As a speaker, Scott is thought provoking and engaging. Our SCPD Conference attendees rated his material and presentation as Excellent, and I agree completely! We will ask Scott back year after year, as his material continues to develop. It's wonderful to have such a thought-leader in our presence. **Sarah Darmody, President of Society for Concurrent Product Development (SCPD)***

*"Scott delivered a dynamic presentation at our annual NJ PMI Symposium May 5th. The Symposium's theme was disruptive technologies and Scott used real world examples and storytelling to equip the audience with fresh leadership tools for cross functional teams. His talk was well received as evidenced by the many questions that the audience had for him. It was a pleasure having Scott speak for our regional conference." **Vince Bober, Director, ADT***

*Scott is one of the talented few who knows how to spot and leverage technology trends into the marketplace." **John Bobo | Nascar***

*Scott Propp has a strategic eye that is grounded by deep operational and technical organization know how." **Lee Callaway | AT&T Mobility***