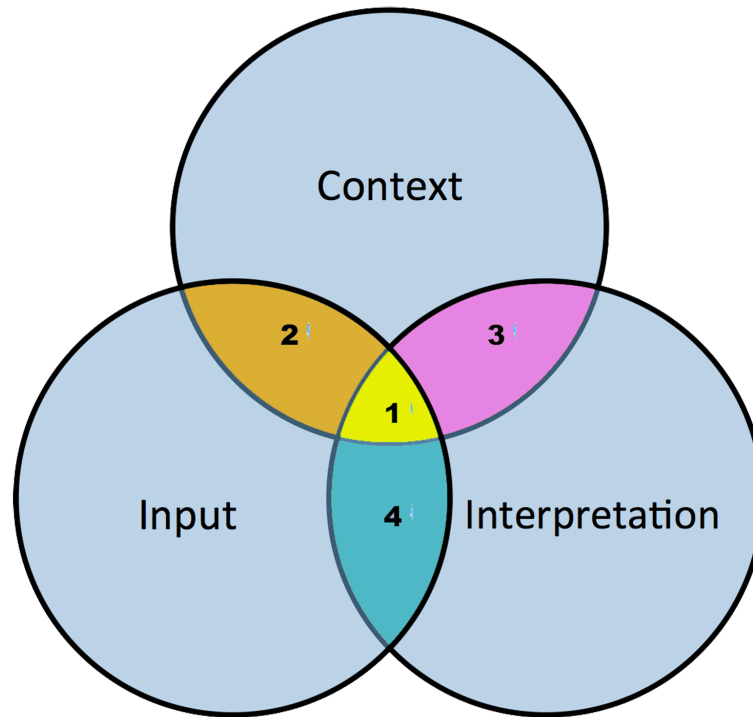


## Pam Harper & Scott Harper's 3 Elements for Tapping Into Your Organization's Intelligence



1. Sweet Spot – People throughout the organization are engaged in sharing relevant, reliable, and actionable signals about what's happening in the business environment
2. No interpretation – Confused signals lead to missed opportunities
3. No input – Missed signals lead to limited choices and decisions
4. No context – Disconnected signals lead to decisions that are off strategy

If you have questions regarding any aspect of applying these concepts, [contact us](#).

For more, listen to our podcast, "[Need to Pivot? Tap Into Your Organization's Intelligence](#)" on [Growth Igniters Radio with Pam Harper and Scott Harper](#)®, Episode 93