

jaarcongres  
**finance transformation**

2015 // Your next move: making the business case for finance

ALEX VAN  
GRONINGEN

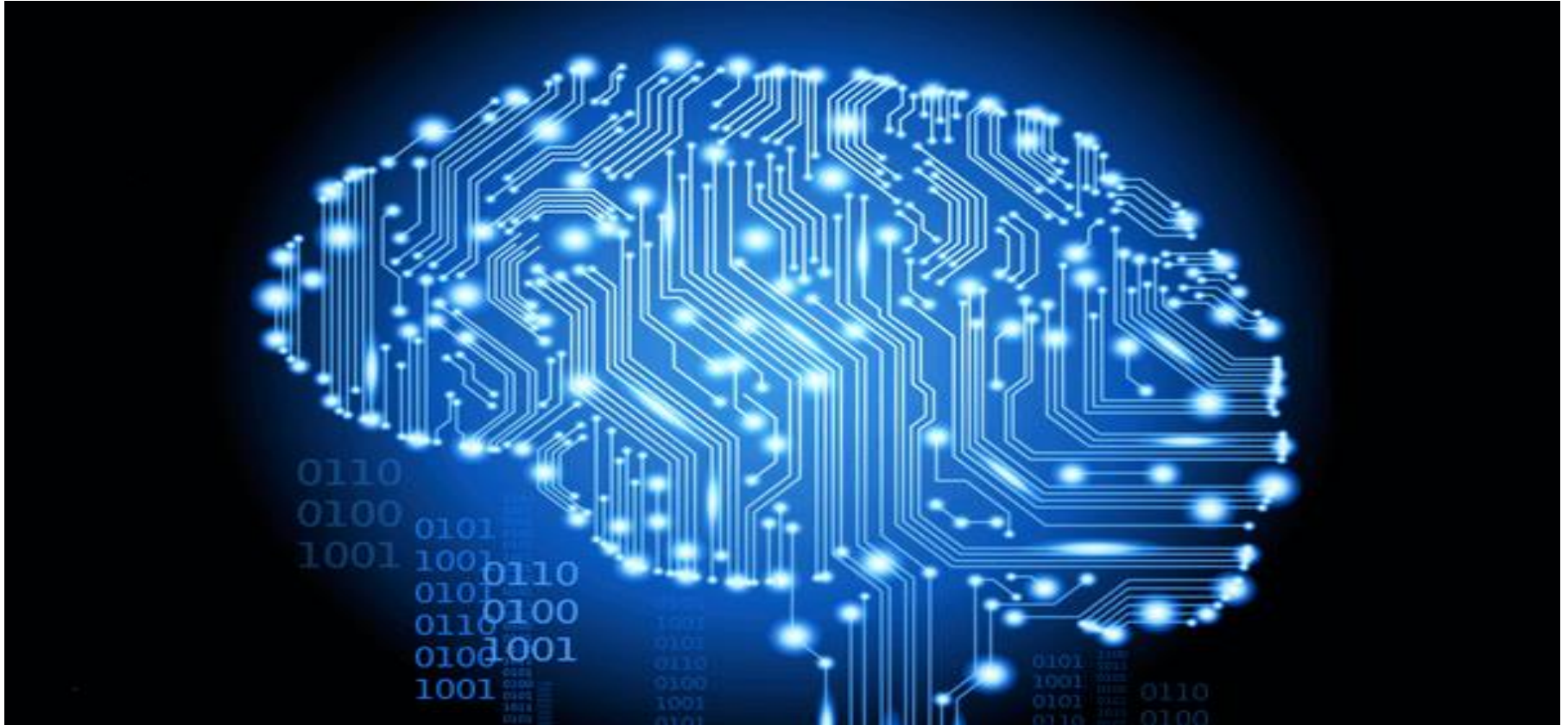


**FREDDY  
DIJKMAN**  
CFO T-Mobile  
Nederland

De CFO als accelerator van innovatie



# INNOVATION @ FINANCE



F. Dijkman @ 12/11/2015

# INDEX

I. THE CO-PILOT

II. 'TOOLING' USED

III. RESULTS COUNT & ATTITUDE MATTERS

# CO-PILOT FRAMEWORK AT T-MOBILE

Co-Pilot

Relations

Result

MT Relation  
Management

Team  
Management

Stakeholder  
Management

Facts

Insights

Perspective

# INDEX

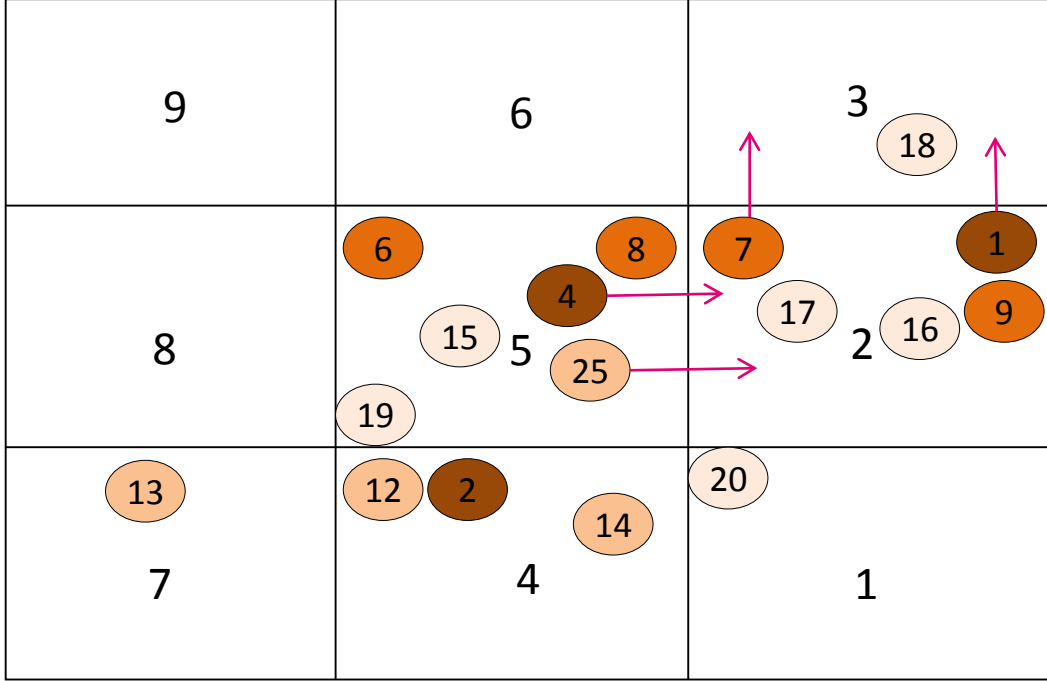
I. PEOPLE - PROFILE AND FOCUS

II. 'TOOLING' USED

III. RESULTS COUNT & ATTITUDE MATTERS

# EXAMPLE 1 - TEAM ASSESSMENT

ABILITY –  
“kunnen”



Resistor                  Neutral                  Advocate

MINDSET-  
“willen”

# EXAMPLE 2 - STAKEHOLDER ASSESSMENT

IMPORTANCE  
(either from cooperation  
or power perspective)

Leader	9	10	4	5	6	7	3
		12		2			
				3			
Neutral	8	13	14	16	11		15
		20	30		19		2
		17		5	8		
Follow	7	28	25	18	21	22	23
		27					24
							26

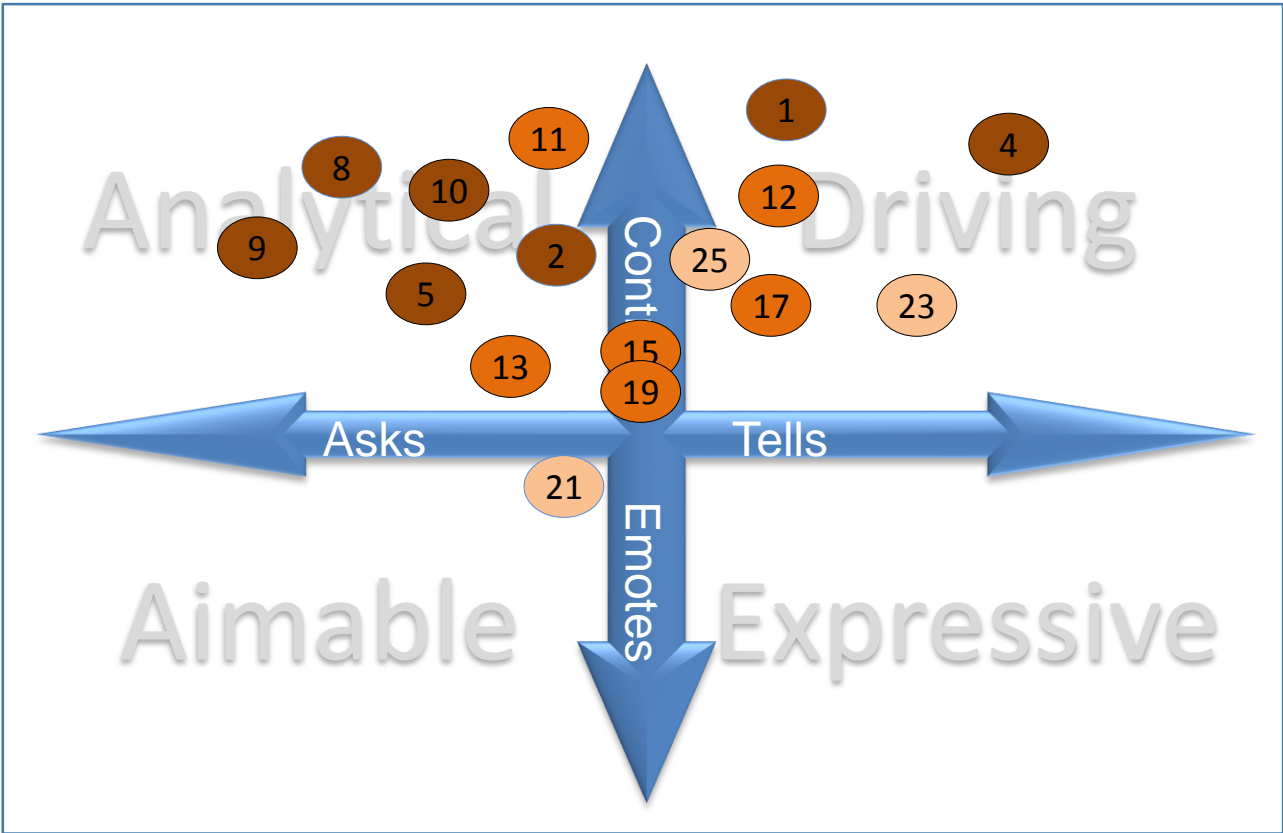
Resistor                  Neutral                  Advocate

Attitude towards Finance

1

9

# EXAMPLE 3 – SOCIAL STYLE MODEL PROFILING





# INDEX

I. PEOPLE - PROFILE AND FOCUS

II. 'TOOLING' USED

III. RESULTS COUNT & ATTITUDE MATTERS

# TOP GUN

T-MOBILE FINANCE

FURSTEN FOREST 2014

MISSION ACCOMPLISHED



## PLATINUM PARTNERS



## GOLD PARTNERS



## SILVER PARTNERS



## KENNIS PARTNERS

