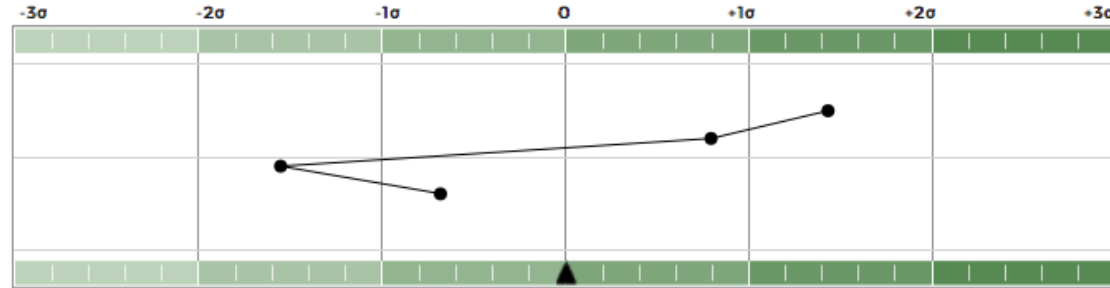
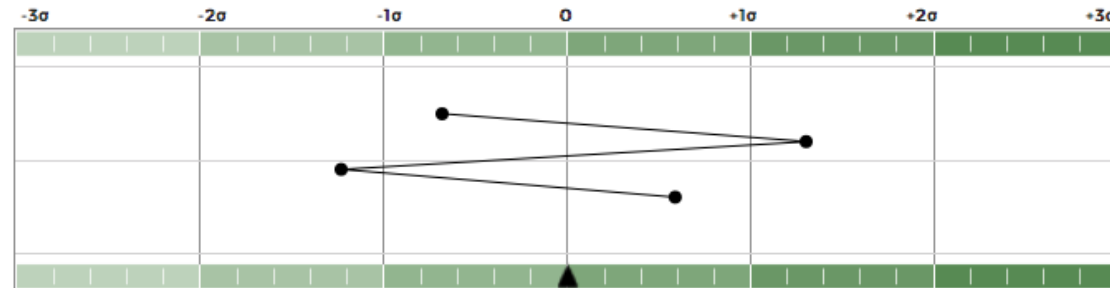


# SALES: HUNTER V FARMER

## NEW ACCOUNT HUNTER

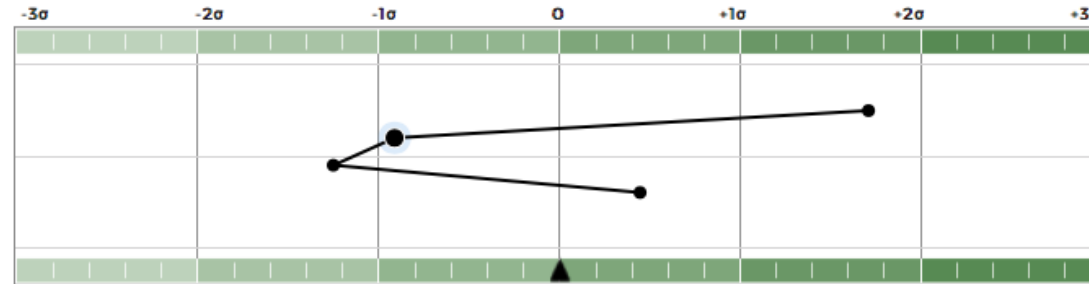


## EXISTING ACCOUNT FARMER

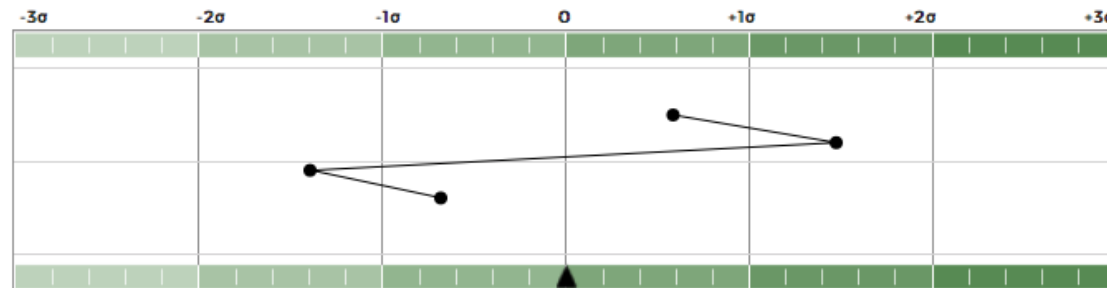


# SALES: TECHNICAL V. COLLABORATIVE

## TECHNICAL HUNTER

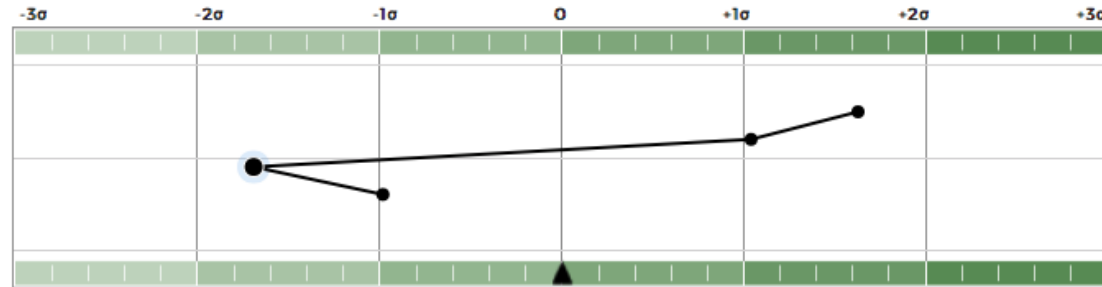


## COLLABORATOR HUNTER

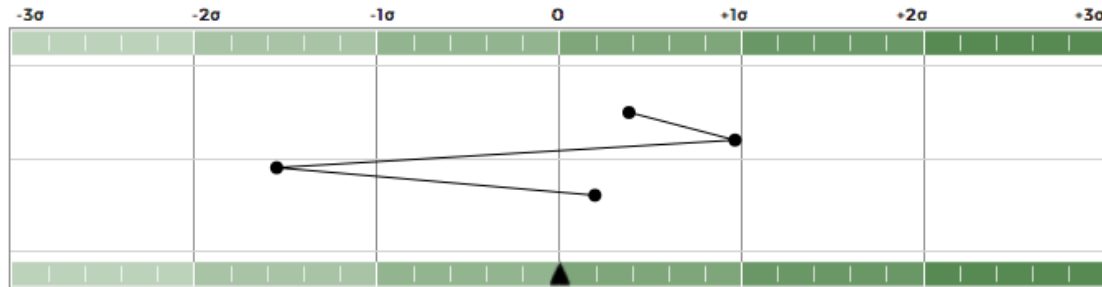


# SALES: MANAGEMENT: STYLES

START-UP

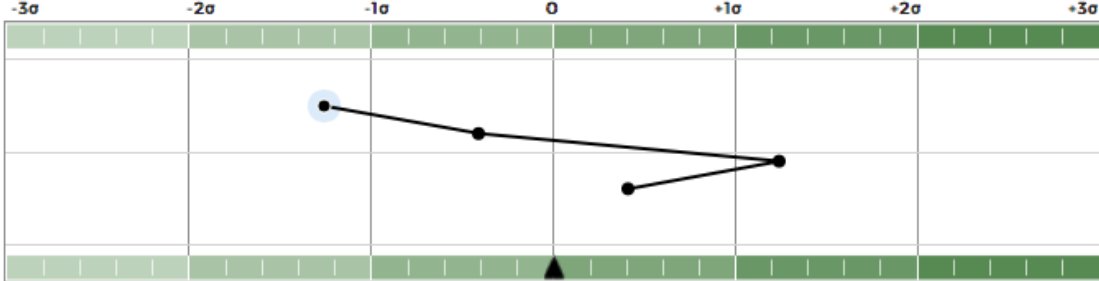


PUBLIC OR PE-BACKED COMPANY

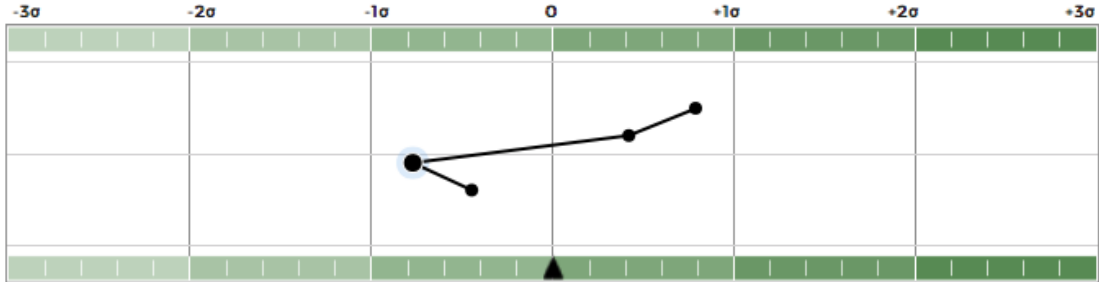


# CALL CENTERS: INBOUND VS. OUTBOUND

INBOUND

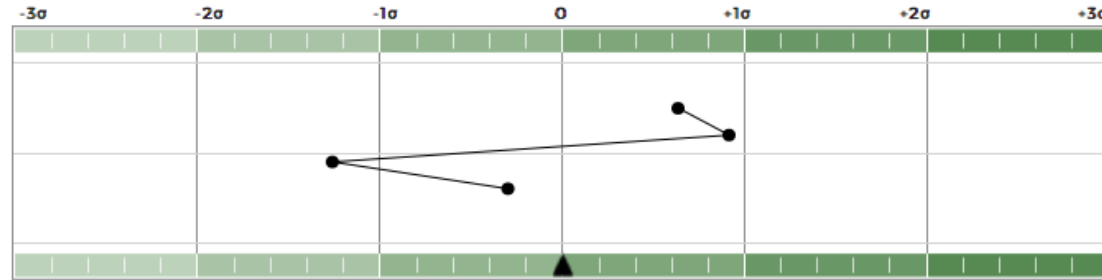


OUTBOUND

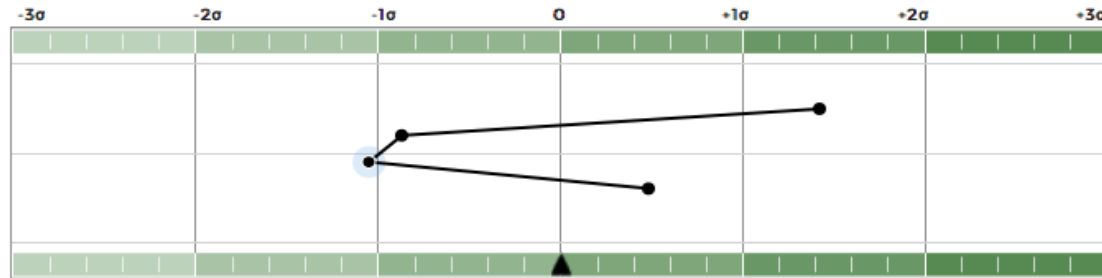


# MARKETING: TRADITIONAL VS. DIGITAL

TRADITIONAL MARKETER

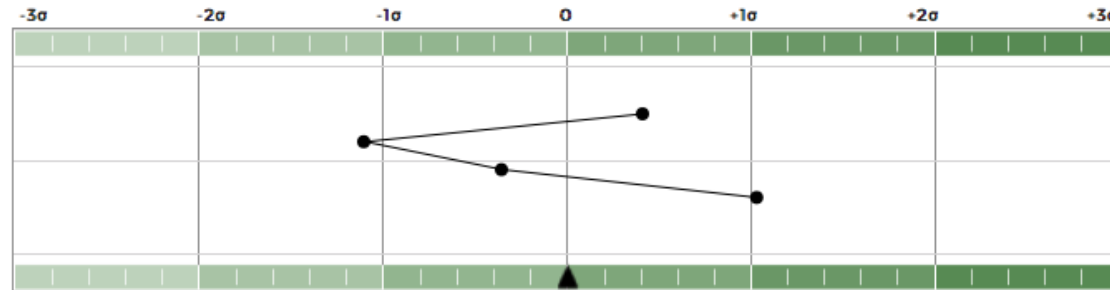


DIGITAL MARKETER

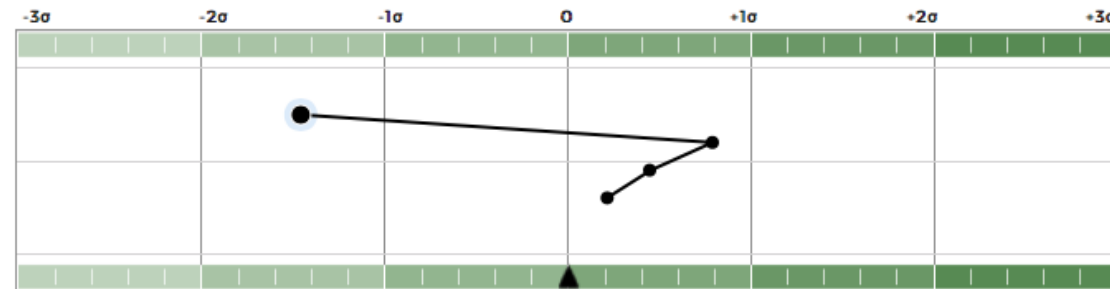


# MEDICAL: SURGEON VS. PEDIATRICIAN

## SURGEON

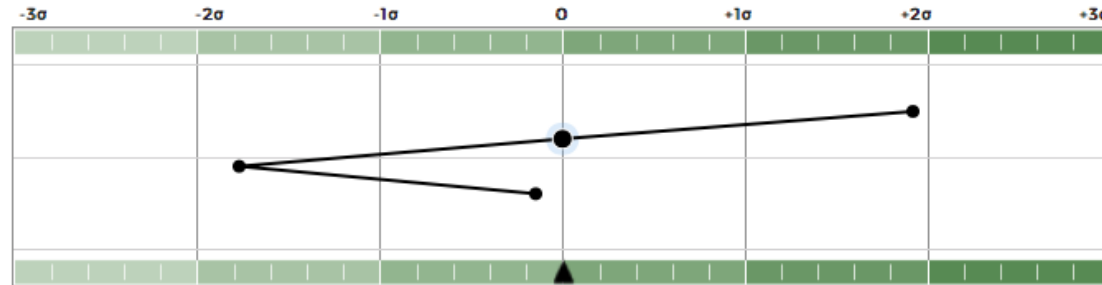


## PEDIATRICIAN

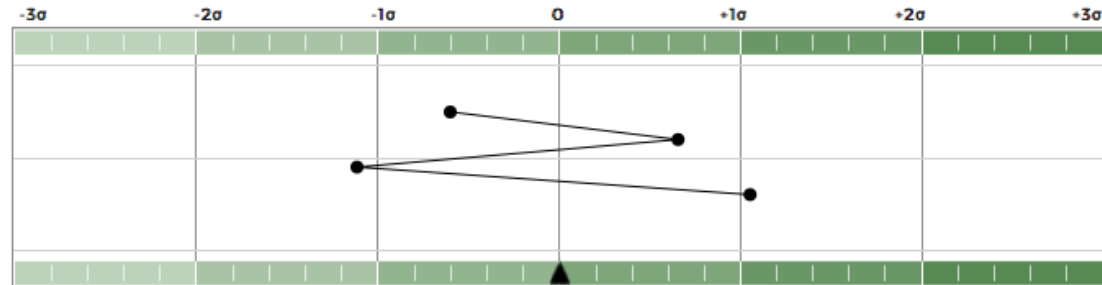


# SHIP'S CAPTAIN: IMPACT OF TECHNOLOGY

PRE-SATELLITE/CONTAINER/WEATHER



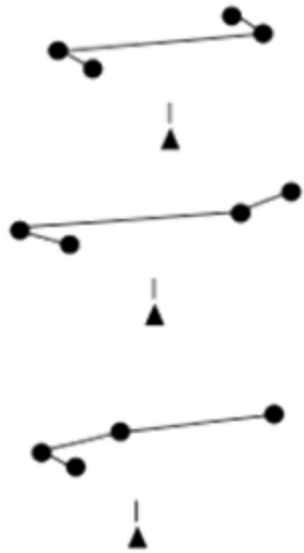
POST-SATELLITE/CONTAINER/WEATHER



# ENTERPRISE PHASES

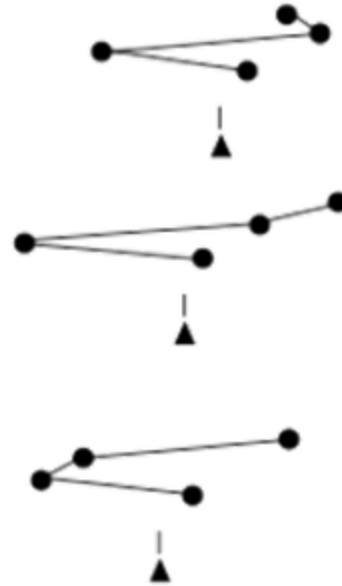
## START-UP

Entrepreneurial Drive  
Push Change  
Compete



## RAPID GROWTH

Organization Building While Multi-Tasking  
Tension Between Democratic/Participative  
vs. Autocratic/Entrepreneurial



## MATURITY

Expert Maintenance  
Process Control  
Task Management

