

# Browne & Mohan

Board & CEO Advisors, Management Consultants

Dear,

*Focus on the activities that move your business forward in a strategic way or you're doomed to stagnate. Forever.” – Eric T. Wagner of Forbes*

On the outset wish you a very happy and prosperous 2016.

New year has dawned. While new challenges emerge on the economic and social front, hope of growth drives business and governments. 2016 will see companies reinventing themselves constantly improving their operations and service and their business models. In this newsletter, Browne & Mohan consultants share the insights gained from supporting scaling up of business and improvements in key functional areas.

Hope you enjoy these articles. Pl note your feedback and comments are valuable to us. Happy reading 😊

## [Scaling up your business to next level](#)

Browne & Mohan has had the privilege to work with companies that pursued scaling up programs to improve their market relevance and financial sustainability. Scaling up is a dream of all companies. Scaling up does not mean just increase in production capacity or growth in number of products or the numbers of markets a company serves. Scaling up is all about “continuously moving forward”. They have emerged stronger and mean businesses by productizing services, creating new services and organizations, and expanding into newer markets. Walking arms in arms in their “orchestrated transformation” journey, we share the insights gained for scaling up a business.

## [Is your Key account Management firing ????](#)

Key account management is a critical part of any sales engine. However, many companies do not invest sufficiently in the strategy, structure, resources of key account. In this post, Browne & Mohan consultants share insights on KAM process.

## [Super Boss owners in successful family businesses](#)

Super boss owners not only bring unique and collaborative approach with clear strategic direction, effective policies and procedures, effective communication lines and appropriate delegation that propel employee morale and productivity. What distinguished them from others?.. . In this post, Browne & Mohan consultants share insights on superboss owners.