

# The Hard Truth About What's Breaking Down

A survey conducted by Hypothesis Group—an Elixirr company—of 100 senior executives at U.S. enterprises with more than \$1 billion in annual revenue reveals a consistent and uncomfortable pattern: the people closest to the work see organizational failure clearly. The people with the most power to address it often do not.

By Cedar Xi

## THE CENTRAL FINDING

52%

of SVPs and VPs say execution drifted from the original intent of their major initiatives.

35  
POINT GAP

two separate groups looking at the same organization. This divide creates a weakness in execution assurance.

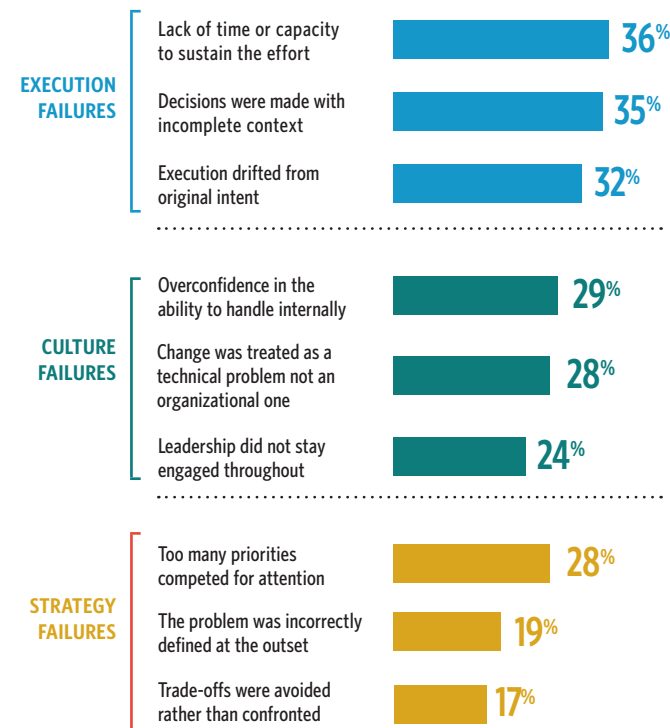
17%

of C-Suite executives at the same companies identify the same problem.



### WHAT IS ACTUALLY BREAKING DOWN

When senior executives were asked what most often undermines the success of major initiatives, the answers pointed not to markets or resources—but to the organization itself.



### WHERE ORGANIZATIONS OVERESTIMATE THEIR READINESS

Asked where their organizations most overestimate their preparedness when undertaking a major initiative, executives pointed to these structural gaps.



### TAKEAWAY

The people closest to the work already know what is breaking down. The question is whether the people with the power to change it are willing to look.