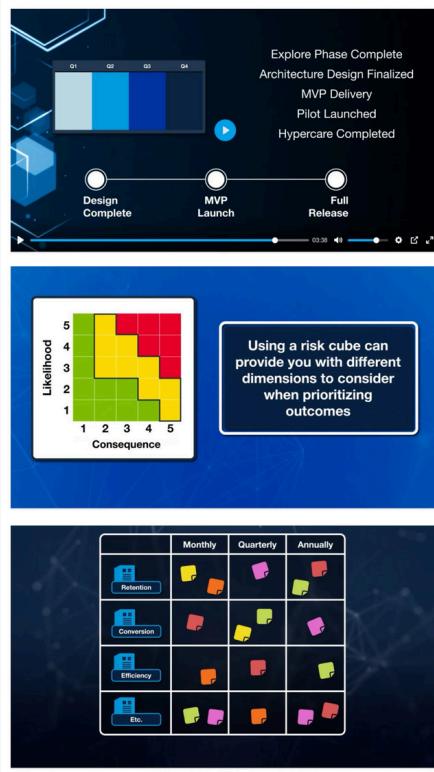


# Strategic Consulting



Front Row  
360 INC



## Aerospace & Defense Client

72,000+ employees, operating in more than 60 countries globally

### Problem Statement

The client was seeking consultation on the Product & Program Management roles for 200+ employees on how to immediately improve several key skill sets across multiple disparate teams.

Consulting

## CASE STUDY

### Challenges

Given a limited time-frame; perform a quantitative and qualitative assessment of all Product Management training practices.

Recommend an approach to evaluate learners for ability to conduct 12 month forecasts, outcome-aligned road-maps, prioritize conflicting backlogs, and assess lead alignment.

Identify pain points and produce training videos on key topics to address gaps, improve alignment and create understanding.

## SOLUTION:

DELIVERED A UNIFIED ROLE FRAMEWORK FOR 200+ PRODUCT AND PROGRAM MANAGERS AND A BEST-IN-CLASS LEARNING & DEVELOPMENT PLAN TO ELEVATE TALENT ACROSS THE ORGANIZATION

### The Result

1

Created four executive training videos covering:

- Financial Acumen
- Strategic Prioritization
- Road-mapping
- Delivering Outcomes with Efficiency

2

Using root cause analysis, interviewing & team building techniques, focused in on key actions to improve skills immediately and long term.

3

Delivered a comprehensive report detailing implementation steps needed to upscale the Product Management role, key skill-sets and output.

**Client Testimonial**  
**Program Leader**

"Your ability to translate ideas to results is truly amazing. I hope we can continue to work together in the future. If this is what you can do in a few weeks, I can only imagine what you could do over months!"

### Key Takeaways

Created alignment on the role definition and skills required across 200+ Product & Program Managers across the organization

Outlined a Best in Class Learning & Development Plan to be utilized across the organization for 2026 and beyond.

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