

The McKinsey Company's 7 S framework:

1. **Strategy** – plan or course of action leading to the allocation of an organisations' scarce resources, over time, to reach identified goals.
2. **Structure** – salient features of the organisation chart, and how the separate entities of an organisation are tied together.
3. **Systems** – procedurualised reports and routined processes, such as meetings.
4. **Staff** - 'demographics' descriptions of important personnel categories within the organisation...'staff' is not meant in line-staff terms.
4. **Style** – characterisation of how key managers behave in achieving the organisation's goals; also the cultural style of the organisation.
5. **Shared values** – the significant meanings or guiding concepts that an organisation imbues in its members.
7. **Skills** – distinctive capabilities of key personnel and the organisation s a whole.

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