

# Erik Peterson at Biometra



### Agenda

- Background
- Problems
- Prior Actions
- Evaluation
- Suggested Actions

### Leadership & Management

Benchmarks

Leader

Manager

LAUNCH?

I SAID LUNCA

ts fr



### Background

1. Erik Peterson is general manager of the GMCC
2. Calluscom is a cellular mobile telephone company based in California
3. GMCC is one of 11 subsidiaries operated by Calluscom still in construction, based in Vermont, 5, New Hampshire
4. Distance from Vermont to California is 2477.4 miles
5. One month behind target, the revised turn-in-date at GMCC is April 1 (3 weeks away)
6. Peterson meets with Chip about plans to meet the turn-in date

### Prior Actions

Decision

Alternative

Implementation

Outcome

### Topic: Main Problems

- Employee Conflict
- Personnel Mgmt.
- Employee Motivation

Highly skilled

Highly motivated

Highly organized

By Floria Chen,  
Garry Cartwright,  
and Connor Laframboise

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### Prior Actions

Decision: Calluscom to launch product

Alternative 1: Delay the product launch until the turn-in date

Alternative 2: Launch the product on the turn-in date

Decision: Launch the product on the turn-in date

### Topic: Main Problems

- Employee Conflict
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- Employee Motivation

Employee Conflict

Personnel Mgmt.

Employee Motivation

By Floria Chen,  
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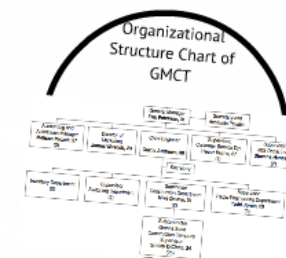
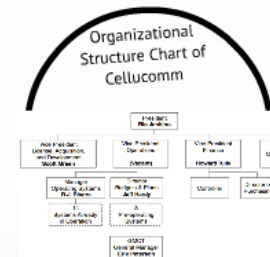
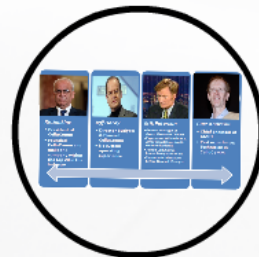
- Background
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# Background

1. Erik Peterson is general manager of the GMCT
2. Cellucom is a cellular mobile telephone company, bases in California.
3. GMCT is one of 12 subsidiaries operated by Cellucom still in construction, bases in Vermont & New Hampshire
4. Distance from Vermont to California is 2477.43 miles
5. One month behind target, the revised turn-on-date of GMCT is April 1 (3 weeks away).
6. Peterson meet with Chip about plans to meet the turn-on date

## Five Activities Required To Build the System:

- Acquisition of tower sites
- Construction of towers
- Liaison with telephone company
- Installation of power supply, radios, antennas
- Installation of network interconnection.



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