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Note to: Dr R. Salter

This draft is based on the content of the Group Overview presented by Martin Broughton to the Industries board in December 1990, as part of the package on management development and succession.

I have deleted the old '5.1' (to have better management than competitors), as our comparators are not restricted to our two industries; and comparison is complicated by differences in industry sector, company organisation, corporate culture, etc.

The single objective emphasises the basic issue : we require very good managers who fully meet our own needs, which are based on our business objectives, organisations and cultures.



Gordon McBeath
20th February 1991

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