Die Top 10 der Managementinstrumente über die Zeit

1993	2000	2008	2010
 Mission & Vision	Strategic Planning*	Benchmarking	 Benchmarking
Statements (88%)	(76%)	(76%)	(67%)
 Customer Satisfaction	 Mission & Vision	 Strategic Planning*	Strategic Planning*
(86%)	Statements (70%)	(67%)	(65%)
 Total Quality	Benchmarking	 Mission and Vision	 Mission and Vision
Management (72%)	(69%)	Statements (65%)	Statements (63%)
 Competitor Profiling	Outsourcing**	• CRM***	• CRM***
(71%)	(63%)	(63%)	(58%)
Benchmarking	 Customer Satisfaction	Outsourcing**	Outsourcing**
(70%)	(60%)	(63%)	(55%)
Pay-for-Performance	Growth Strategies*	 Balanced Scorecard	 Balanced Scorecard
(70%)	(55%)	(53%)	(47%)
Reengineering	 Strategic Alliances	 Customer Segmentation	 Change Management
(67%)	(53%)	(53%)	Programs****(46%)
 Strategic Alliances	 Pay-for-Performance	 Business Process	Core Competencies
(62%)	(52%)	Reengineering (50%)	(46%)
 Cycle Time Reduction	 Customer Segmentation	 Core Competencies	 Strategic Alliances
(55%)	(51%)	(48%)	(45%)
 Self-Directed Teams	Core Competencies	 Mergers & Acquisitions	 Customer Segmentation
(55%)	(48%)	(46%)	(42%)

*1996 ergänzt, **1998 ergänzt, ***2000 ergänzt, ****2010 ergänzt Quelle: Bain & Company