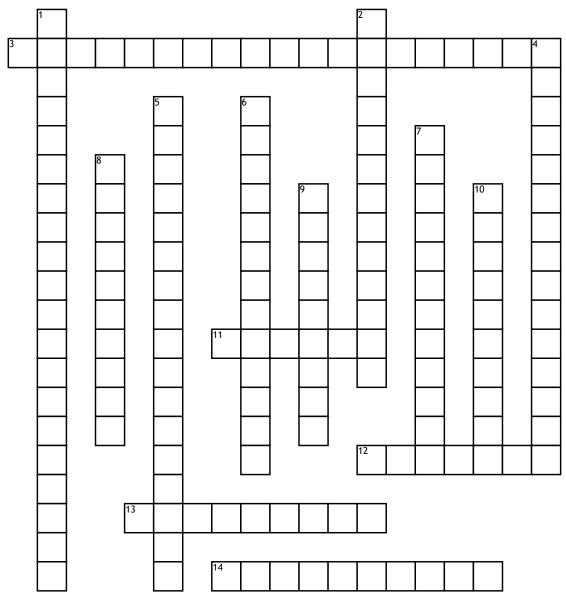
## The Nestlé Management and Leadership Principles



## **Across**

- **3.** The basic way we do business in order to create long-term value for shareholders and create value for society.
- 11. \_\_\_\_\_for Results. Nestlé managers should demonstrate this behavior by valuing proactive cooperation, embracing change and believing in achieving business objectives.
- **12.** Committing to a strong work ethic, integrity and \_\_\_\_\_\_.
- 13. Nestlé managers should demonstrate this behavior by believing in the importance of alignment and management of expectations, thinking from a different perspective and having broad interests, a good general education and responsible behavior.
- 14. Complete and Connect \_\_\_\_\_. Nestlé managers should demonstrate this behavior by displaying curiosity and open mindedness. Believing in openness of dialogue with outside stakeholders and understanding the external impact of our operations.

## <u>Down</u>

- 1. Personal relations should be based on
- 2. Nestlé strives to be a \_\_\_\_\_ and aligned organization. Nestlé sets a shared vision & common goals, and established a flat and flexible organization. Nestlé also ensures compliance with policies, procedures and standards.
- 4. Nestlé wants to be

sustainable in order to protect future generations.

- 5. Nestlé managers should demonstrate this behavior by caring for and developing the leaders of tomorrow, understanding the importance of continuous improvement & learning, and committing to giving and receiving honest, accurate feedback.
- **6.** It is important all employees of Nestlé 'Walk the Talk' and do this.
- 7. Making a difference in everything we do by having this and creating gaps with our competition through discipline, speed and flawless execution.
- **8.** Nestlé has respect and openness to diversity of cultures and \_\_\_\_\_\_
- **9.** Opposite of dogmatic. A contextual approach to business rather than a dogmatic one.
- **10.** A \_\_\_\_\_\_ improvement mindset towards excellence as a way of working and avoiding abrupt, one-time changes.