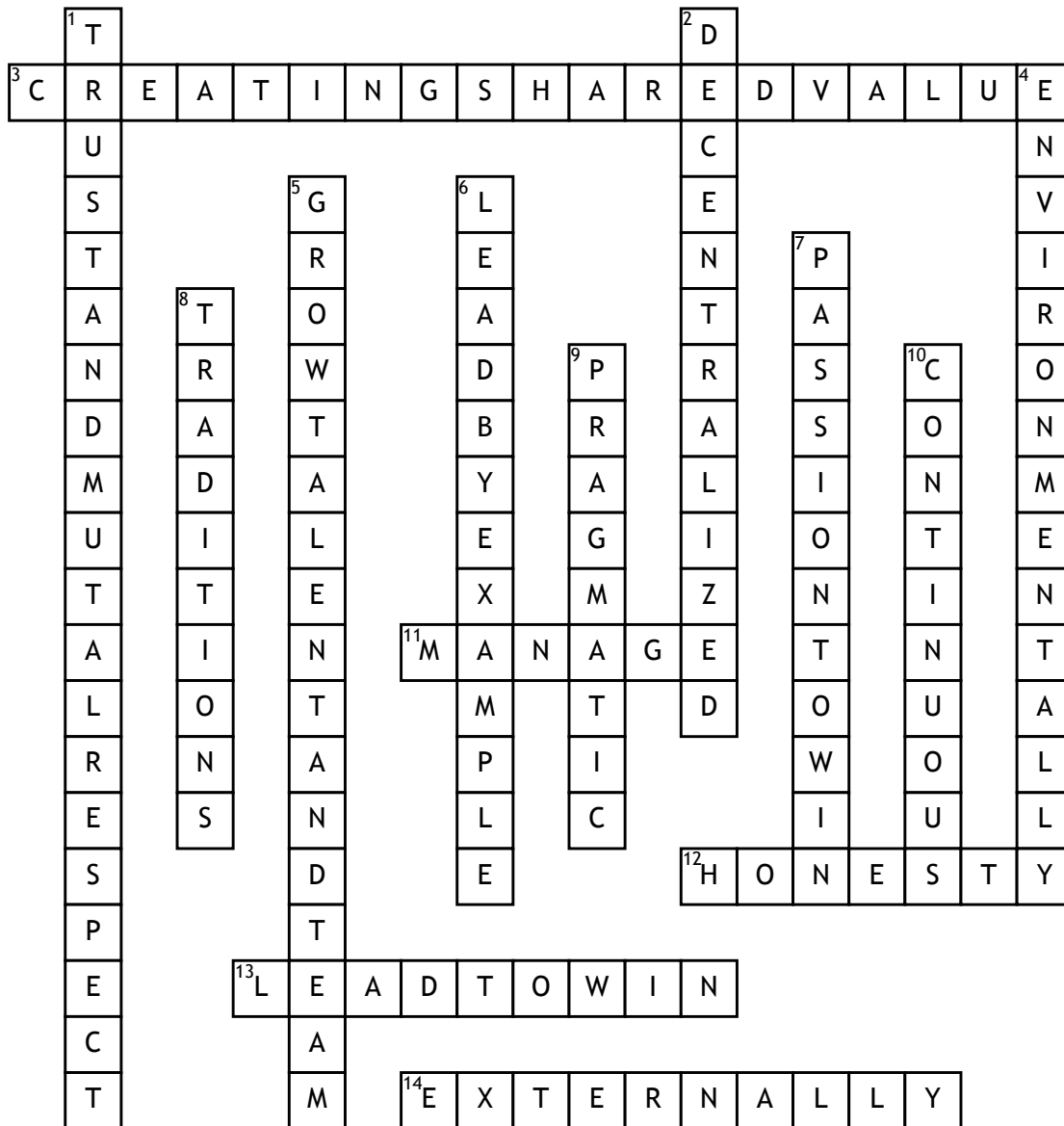


Name: _____

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.

Down

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.