

Figure 11-2 Integrating the Balanced Scorecard into ABB's Strategic Planning Process

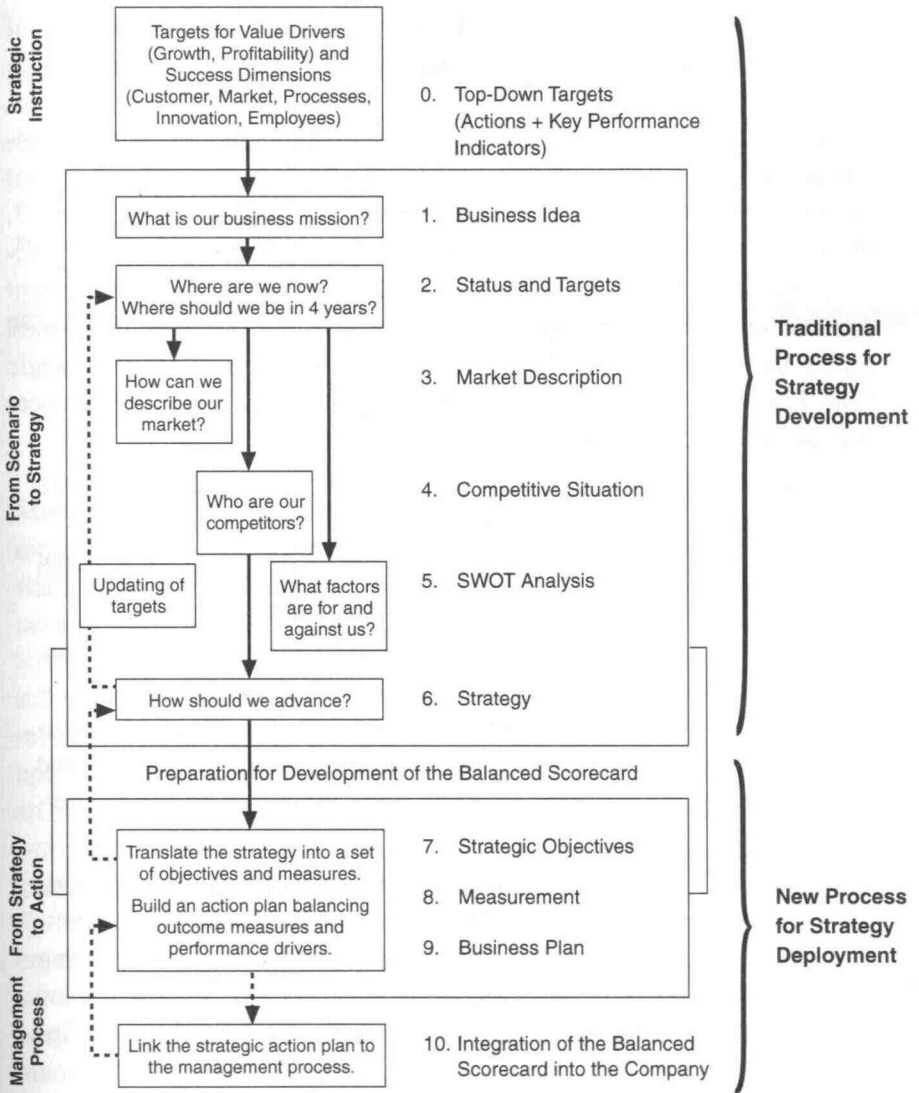


Figure 11-3 ABB Switzerland's Strategic Controlling Process

