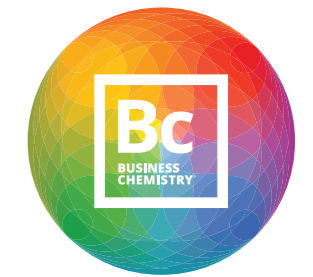


Across Key Industries

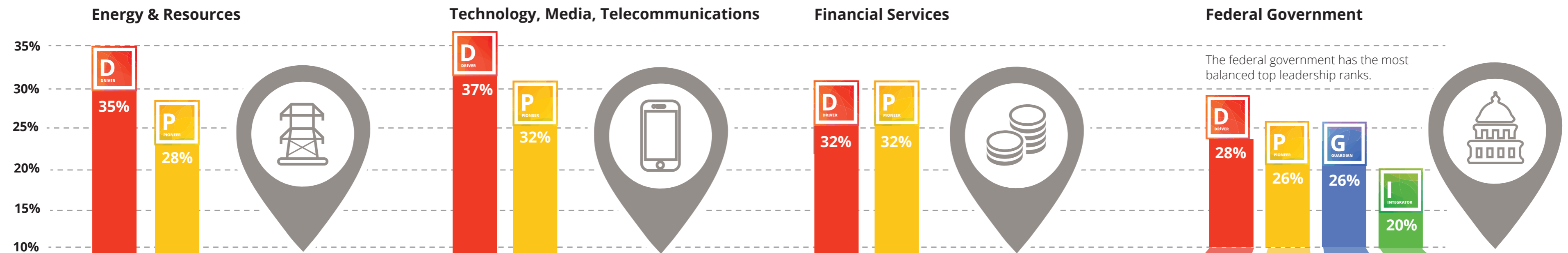
In several industries Pioneers are the most common Business Chemistry type in the C-suite, representing more than 40% of CxOs sampled in the consumer & industrial products industry, the life sciences & healthcare industry, and the public sector, inclusive of not-for-profit organizations, educational institutions, and state and local governments.



In the C-suite

www.deloitte.com/us/cxostudy

How do CxO work styles change across other industries?



The federal government has the most balanced top leadership ranks.

In sampled organizations with revenues of greater than \$10 Billion the proportion of Driver CXOs is equal to that of Pioneers, with both at 34%.*



*Revenue categories exclude approximately 100 CXOs in government roles who are included in the number of employee categories.

About Deloitte
Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as "Deloitte Global") does not provide services to clients. In the United States, Deloitte refers to one or more of the US member firms of DTTL, their related entities that operate using the "Deloitte" name in the United States and their respective affiliates. Certain services may not be available to attest clients under the rules and regulations of public accounting. Please see www.deloitte.com/about to learn more about our global network of member firms.

This publication contains general information only and Deloitte is not, by means of this publication, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This publication is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this publication.

© 2017 Deloitte