



How are you executing on these business essentials?

(Rating System 1 = disaster 10 = brilliantly successful)

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|------------------------------------|-----------------------------|
| 1. New Client Acquisition | 1 2 3 4 5 6 7 8 9 10 |
| 2. New Product Launch(s) | 1 2 3 4 5 6 7 8 9 10 |
| 3. Sales Plan/Projects | 1 2 3 4 5 6 7 8 9 10 |
| 4. Marketing Plan/Projects | 1 2 3 4 5 6 7 8 9 10 |
| 5. Customer Service Projects | 1 2 3 4 5 6 7 8 9 10 |
| 6. Strategic Alliances | 1 2 3 4 5 6 7 8 9 10 |
| 7. Cost Reduction Projects | 1 2 3 4 5 6 7 8 9 10 |
| 8. Technology Projects | 1 2 3 4 5 6 7 8 9 10 |
| 9. People/HR Projects | 1 2 3 4 5 6 7 8 9 10 |
| 10. Quality Improvement Projects | 1 2 3 4 5 6 7 8 9 10 |
| Overall Rating on Execution | 1 2 3 4 5 6 7 8 9 10 |

Total Score (sum of 10 categories) _____

Planning and Performance Management Processes

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|---|----------------------|
| 1. Business Plan (not written = 0) | 1 2 3 4 5 6 7 8 9 10 |
| 2. Budget (no budget = 0) | 1 2 3 4 5 6 7 8 9 10 |
| 3. Financial Statements (timely/accurate) | 1 2 3 4 5 6 7 8 9 10 |
| 4. Monthly Business Review | 1 2 3 4 5 6 7 8 9 10 |
| 5. Forecasting Process | 1 2 3 4 5 6 7 8 9 10 |
| 6. Project/Project Audits | 1 2 3 4 5 6 7 8 9 10 |

Total Score (sum of 6 categories) _____