

# THE STRATEGIC EFFECTIVENESS OF YOUR BUSINESS

Rate your business as it currently choosing the score that reflects how things are now. Don't dwell on it – your first reactions are usually most accurate.

- |     |  |        |        |           |       |
|-----|--|--------|--------|-----------|-------|
| 1.  | Our business sets clear, realistic objectives.   | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 2.  | Our people show strong commitment to the business objectives.                                      | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 3.  | Our people seem interested in being involved in setting our business objectives.                   | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 4.  | Our people prefer opportunities for growth rather than just good relationships.                    | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 5.  | The growth and development of our people is genuinely and actively worked on in our business.      | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 6.  | The business contributes to and strongly supports the development of our people.                   | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 7.  | Our business gets involved in industry and other professional activities.                          | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 8.  | There is a genuine atmosphere of friendliness in our business.                                     | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 9.  | Our business meetings and information flow are well organised and well conducted.                  | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 10. | Our business takes a balanced approach to its technical, people, and conceptual development roles. | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 11. | Our people show good understanding of the business structure, roles and tasks.                     | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |
| 12. | Overall our business has achieved excellent results.   | 3      | 2      | 1         | 0     |
|     |  | Always | Mostly | Sometimes | Never |





- Add your scores together to get your total
- Place your total score in the box and do the calculation
- The result is **your strategic effectiveness**

Total	<input type="text"/>	x 100	=	<input type="text"/>	%
Score					
	36				