

Situation Analysis Worksheet

Objectives:

- Recognize competitive advantages & disadvantages
- Exploit market opportunities, company strengths & competitor weaknesses
- Manage market threats and company weaknesses
- Anticipate competitor's actions and market trends

Internal Assessment

Strengths

Weaknesses

External Assessment

Opportunities

Threats

Strategy (MOST) Worksheet

Objectives:

- Agree upon the long-term core purpose and values of the business
- Articulate specific medium-term objectives with quantitative measures (goals)
- Identify strategies necessary to achieve each objective with leading measures of success
- Describe tactics necessary to achieve each strategy

Mission:

Objective 1:

Goal:
(lag measure)

Strategy 1

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 2

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 3

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Objective 2:

Goal:
(lag measure)

Strategy 1

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 2

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 3

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Objective 3:

Goal:
(lag measure)

Strategy 1

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 2

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 3

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Action Planning Worksheet

Other Items:

- Stakeholders
- Resource requirements
-
-
-
-

Objective:

Improve Health!

Goals:
(lag measures)

Lose 20 lbs by 12/31/11

Strategy 1 Reduce calories CONSUMED

Lead Measures: _____ Measure: less than 2000 calories per day

- Tactic 1: Find calorie counter
Tactic 2: Record each meal's items
Tactic 3: Stop at 2 glasses of wine

Strategy 2 Increase calories BURNED

Lead Measures: _____ Measure: run 2x/week, lift 3x/week

- Tactic 1: New running shoes
Tactic 2: Dumbbells in office
Tactic 3: Sign up for 3 races

Strategy 3

Lead Measures: _____

- Tactic 1:
Tactic 2:
Tactic 3:

Action Planning Worksheet

Other Items:

- Stakeholders
- Resource requirements
-
-
-
-

Objective:

Goals:
(lag measures)

Strategy 1

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Strategy 2

Lead Measures: ____

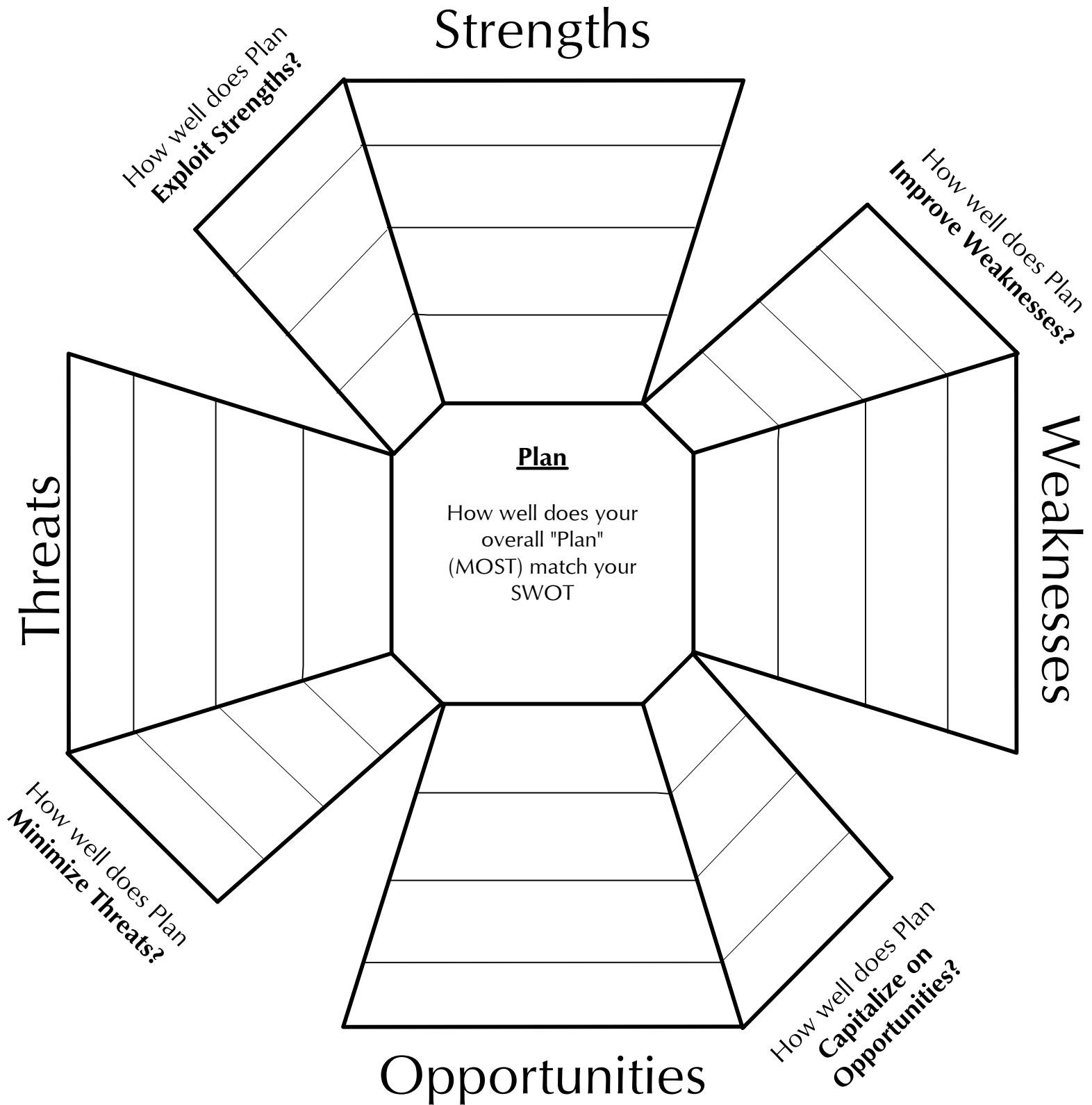
Tactic 1:
Tactic 2:
Tactic 3:

Strategy 3

Lead Measures: ____

Tactic 1:
Tactic 2:
Tactic 3:

Plan Assessment Worksheet

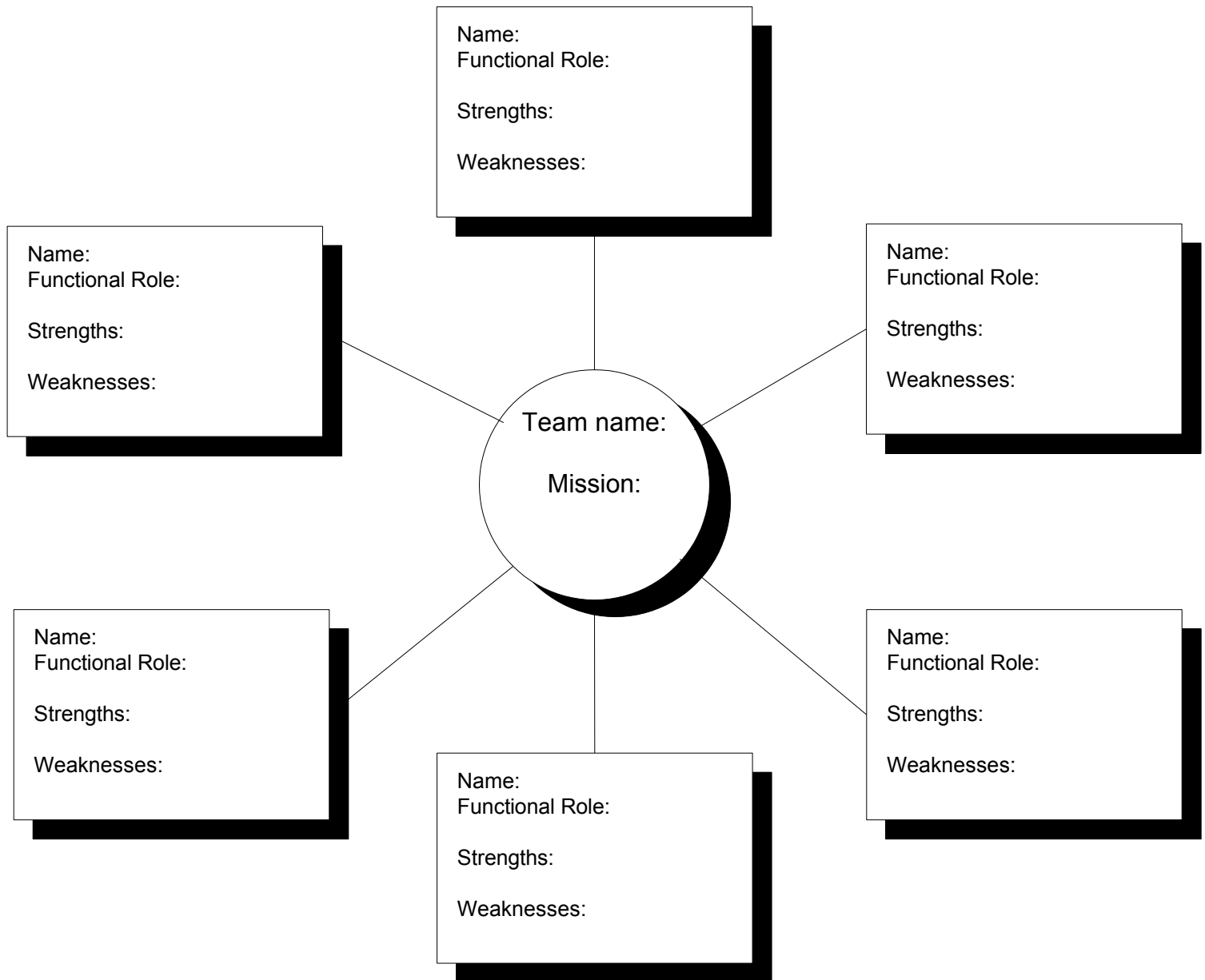


PriSim Business War Games (2001)
Hackbarth and Kettinger (2000)

TEAM ROLE MAP

Objectives:

- Have each individual reflect on their dominant **team role(s)** during break
- As a group, quickly record a couple of each individual's key strengths and allowable weaknesses
- Discuss specific **functional roles** for each team member (e.g., Sales Specialist, Competitive Intelligence, Product X Manager, Customer Segment Y Manager, or other role)
- Agree upon a general decision-making process/approach



Team Process/Approach:

- 1.
- 2.
- 3.
- 4.
- 5.