



b2m[™]

9 Statements about Strategy and
Leadership

STRATEGY & LEADERSHIP CHECKLIST

Rate your business against each of the
nine statements.

B2M ONLINE

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B2M Online Strategy & Leadership Checklist



Rate your business against each of the following statements.

Strategy & Leadership Statements					
1. We have a clear, well-articulated vision and direction across the organisation.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
2. We embrace a common, proven methodology to strategy development across the organisation rather than an ad hoc approach.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
3. We have a high likelihood of achieving or exceeding our growth targets for the next 12 months.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
4. Our leadership team has the capabilities to achieve our growth and profit targets.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
5. Our leadership team has a schedule to review and update our strategic plan on a regular basis.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
6. Our teams, people or divisions demonstrate a high level of trust and collaboration.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
7. Our leadership team is strongly motivated to lift the performance of the business.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
8. Our business provides high quality training, coaching and mentoring to assist team members succeed in their roles.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree
9. Our business would operate effectively if a key manager were away for a month.	◇ Strongly Disagree	◇ Disagree	◇ Neutral	◇ Agree	◇ Strongly Agree

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Highlight Your Top Issues and Develop Action Plans

1. What are your top issues from these nine statements?
2. List three actions you could take to address each of these issues.
3. How confident are you of success?

Identify Your Top 3 Areas for Improvement

Strategy and Leadership are just two of ten success factors. It is important to rate your performance across all ten.



Complete the online [Growth & Profit Solutions Business Diagnostic](#), which has 25 statements. Respond to each statement on a sliding scale from Strongly Disagree to Strongly Agree. You will receive the results by email and you will be able to see from the 10 key success factors:

- Your top 3 areas of high performance (what's working)
- Your top 3 areas for improvement (what's not working)

In addition, you will receive recommendations for your top 3 Weaker Areas and your top 3 Stronger Areas. This report gives you valuable insights that you can discuss with your team and your business advisor.

You are welcome to contact me if you would like to discuss your results or if you have any questions.

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