



9 Statements about Strategy and  
Leadership

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# STRATEGY & LEADERSHIP CHECKLIST

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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.

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

## 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?
4. What concerns does this exercise raise?

Issue	Actions	Confidence
1.	1.	
	2.	
	3.	
2.	1.	
	2.	
	3.	
3.	1.	
	2.	
	3.	

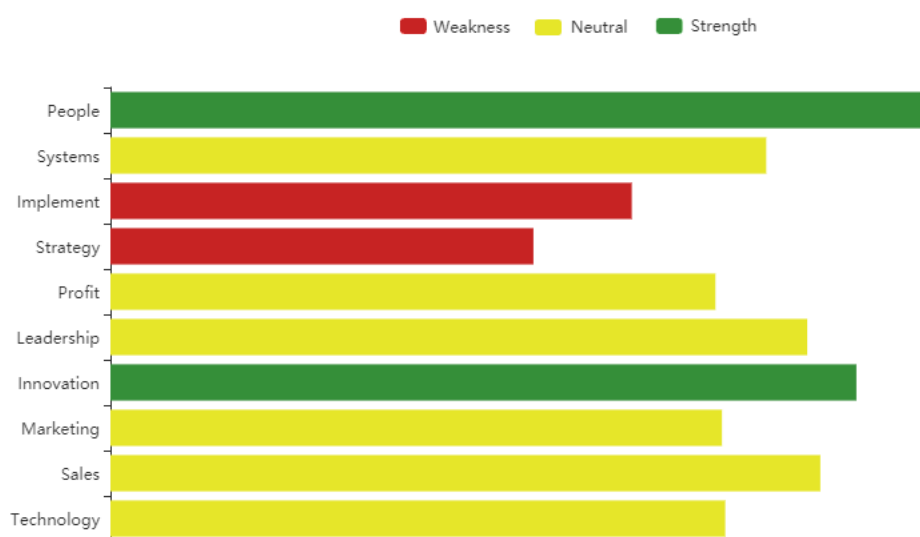
Strategy and leadership are just two of ten success factors. It is important to rate your performance across all ten. You can do this in only five minutes by completing the online diagnostic.

## Growth & Profit Solutions Diagnostic

Complete the online [GPS 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)

These results are also displayed in a bar chart like the one below that highlights your strengths and weaknesses.



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.



**Do contact me if you have any questions**

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