

# Do You Have Barriers Limiting Improved Performance?

We Talk About These Things!



## A Quick Look in the Mirror

### Scoring

Blue = Great Process – Does Not Need Attention Now

Gray = Needs Improvement

Gold = Needs Priority Improvement

Put an 'X' in the color that best summarizes the truth of the following statements.

Put an 'X' in the color that best summarizes the status of current measurements for the statement.

WHY?

WHY?

1	In the customer's eyes, you are leading all competition in understanding and addressing their future needs.			
	<b>How do you keep on top of this?</b> Status of Current Measurements →			
2	Customers choose your products and services because you provide more value and higher quality than your competition.			
	<b>How do you maintain this?</b> Status of Current Measurements →			
3	Customers are routinely elated with the impression they have after interfacing with your people.			
	<b>How do you accomplish this?</b> Status of Current Measurements →			
4	Keeping resources focused on important things is not difficult because there are very few daily distractions that take key resource time.			
	<b>What process do you use?</b> Status of Current Measurements →			
5	Your processes effectively support your vision, mission, values, key business objectives, and measures.			
	<b>How do you tie these together?</b> Status of Current Measurements →			
6	Your processes are effectively integrated to get maximum, focused value from your resources expended.			
	<b>What is the key?</b> Status of Current Measurements →			
7	You aggressively seek to compare and learn what other organizations may do better than you.			
	<b>What do you do with it?</b> Status of Current Measurements →			
8	You put considerable effort into developing and retaining a skilled, motivated, productive, and happy workforce to achieve extraordinary results.			
	<b>How do you sustain this?</b> Status of Current Measurements →			
9	You routinely achieve results that meet or exceed your strategic and tactical business objectives.			
	<b>How do you do this?</b> Status of Current Measurements →			

Count the Total Number of X's in Each Color & Place in Box Under Color →

Multiply Total for Blue by 10, Gray by 5, Gold by -10 & Place in Box →

Total Score (Add Total for Blue, Gray, and Gold) →

# of x's	# of x's	# of x's
# x 10=	# x 5=	# x (-10)=
Total		

Based on Your Score, Circle Your Quick Look in the Mirror **COLOR**:

145 - 180	90 - 144	< 90
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