

THE PRACTICAL TRANSFORMATION PROGRAM™

The Practical Transformation™ Scorecard

Business/Organizational

To help you clearly understand you current situation, try *The Practical Transformation™ Scorecard (Business/Organizational)*. Rate your reaction to each pair of phrases. Decide where you lie on a scale from 1 to 10.

A.	We are not satisfied with where our business is today and it's ability to be more successful in the future.	1	2	3	4	5	6	7	8	9	10	We are very satisfied with where our business is today and it's ability to be more successful in the future.	A.
B.	We do not have a clear, powerful and exciting vision of our business in the future.	1	2	3	4	5	6	7	8	9	10	We have a clear, powerful and exciting vision for our business in the future.	B.
C.	We do not have a management system and team that share this vision and will ensure that it is accomplished.	1	2	3	4	5	6	7	8	9	10	We have a management system and team that shares this vision and will ensure that it is accomplished.	C.
D.	We do not have a support staff system and structures in place that will promote our future success.	1	2	3	4	5	6	7	8	9	10	We have a support staff system and the structures in place that will promote our future success.	D.
E.	We are experiencing decreased profit margins.	1	2	3	4	5	6	7	8	9	10	We are experiencing increased profit margins.	E.
F.	We do not have high quality customer service and relationships with our customers.	1	2	3	4	5	6	7	8	9	10	We have high quality customer service and relationships with our customers.	F.
G.	We have run out of new ideas to keep us motivated and excited.	1	2	3	4	5	6	7	8	9	10	We are constantly creating new ideas which keep us motivated and excited.	G.
H.	We spend too much time on low-value activities.	1	2	3	4	5	6	7	8	9	10	We spend most of our time creating and delivering value.	H.
I.	Our activities and systems are unfocused, disorganized and fragmented.	1	2	3	4	5	6	7	8	9	10	Our activities and systems are focused, organized and integrated.	I.
J.	We do not have a progress and action structure in place to ensure the future success of our business.	1	2	3	4	5	6	7	8	9	10	We have a progress and action structure in place to ensure the future success of our business.	J.

ADD COLUMN TOTALS. YOUR SCORE IS _____.