

Driving Reasons: Revenue Productivity, Cost Saving Safety Str. Alliance Security Compliance Community Other:

Adverse Effects of the Status Quo

Goal Validity Tests: Clear Terminology Interests Validated Hidden-Motive Scan Values/Ethics Scan Stakeholder-Perception Scan

Priority/Weight: A: Vital/Essential/Must B: Important/Should C: Nice-to-have D: Safety, Security E: Compliance

<p>Value Chain →</p> <p>Numbers 1 to 9 Indicate Work Sequence</p> <p>Planning Groundwork ↓</p>	<p>Mission/Ultimate Purpose (Why?):</p> <p>1. Vision of the Future</p>	<p>Objectives Goals (Expressed in Benefits/Targets):</p> <p>2. Portfolio of Goals</p>	<p>Products/Services (by Priority), Deliverables or Output Mix:</p> <p>3. Strategy Grid</p>	<p>Resources, Allies, Information, Technology, Intelligence, Inputs:</p> <p>4. Work Breakdown</p>
	<p>"The Grey Areas" (Assumptions & Surprise Events)</p> <p>List Here the Conditions Beyond the Control of this Negotiating Party. These are the Basis for Risk Identification and Mitigation (See Overleaf).</p>	<p>About Market & Client (Current & Emerging Mutations, Constraints and Opportunities):</p>	<p>About Product/Service Operating Environment:</p>	<p>About Work, Processes & Management:</p>
<p>Value Indicators & Performance Benchmarks</p> <p>Performance Targets for Comparable Quality, Quantity, Time, Location & Environmental Conditions</p> <p>List the Benchmarks Considered Instrumental to Success by each Key Stakeholder.</p> <p>Cross Off Irrelevant Indicators.</p>	<p>Impact on Mission & Environment</p> <p>Talent Retention, Innovation, Financial (ROA, ROI, ROE, EBITDA - Capital Exp., Liquidity, Leverage & Activity), Market Position, Essence (Long Term Competitive Advantage) Short & Long-Term Impacts on Ecosystems, Security, Health, Equity (Diversity, Age, Gender, First Nations, Minorities), Jobs, Global Solidarity, Collateral Damage & Other Governance Indicators:</p>	<p>Goal-Completion Indicators</p> <p>Effectiveness or Efficacy, Concept-to-Cash Performance, Ancillary Costs/Benefits, Life-Cycle Values & Duration of Customers and Orders, Client Ratios (New, Repeat & Lost Clients Versus Competition), Impact on Other Plans (Equilibrium, Learning Lessons, Cross-Selling & New Leads, Fiscal Goals). Other Result-Based Indicators at the goal Level:</p>	<p>Product, Task & Resource Management</p> <p>Competitive Benchmarks (Utility, Performance Speed, Power, Size, Weight, Delivery Time, Endurance, Esthetics, Simplicity, Price, Location, Accessibility, Support, Upgrading, Renewal, Maintenance, Safety, Security, Risks, Error Rate, Norms Used, Eco-Quality & Brand Image)</p> <p>Efficiency, Productivity, Progress Control Ratios (Ally & Team Synergy, Production Time, Cost, Cash Flow, Earned Value, Return on Management Time, Workload & Capacity Utilization):</p>	<p>Resource Mobilization Indicators</p> <p>Economy (Resource Cost versus Norms), Core Competencies, Team Skills, Character (Integrity, Reliability, Stability), Culture (Creativity, Initiative, Commitment, Entrepreneurship, Motivation, Team Spirit):</p>
	<p>Evaluation Plan for Above Benchmarks</p> <p>What Would Be Required for Reporting Progress and Final Impact? Who Should Do It?</p> <p>Value Transparency & Independent Reviews</p>			

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Best Alternative to the Project or Policy: _____

Risk Management Scenario:

Assumptions/Grey Areas <i>Potential Sources of Risks</i>	Initial Risk (Hazard & Probability) <i>Delivery Delays, Veto, Role Conflicts</i>	Plan A: Risk-Mitigation Strategy <i>to Reduce Initial Risks to a Manageable Level</i>	Plan B for Residual-Risks <i>Contingencies to Address Collateral damage</i>
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Principled-Intelligence Collection & Analysis System (to Scan for New Risks, Monitor Existing Risks & Update Project Plans):