



APPLIED VISION WORKS

One Vision. One Voice. Unlimited Success.

The High Performance Teams Scorecard

To help you clearly understand your current situation, complete *The High Performance Teams™ Scorecard*. Rate your answers from 1(low) to 10(high) for each category. Check the appropriate number for each item. Speak to one of our Session Facilitators to understand the significance of your score.

	Definition of a "1"	1	2	3	4	5	6	7	8	9	10	Definition of a "10"
A.	We do not have clear, written business goals and strategies	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	We have clear, written business goals and strategies
B.	Our employees do not understand and buy into our vision for the future of the business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Our employees understand and buy into our vision for the future of the business
C.	As a team, we are often forced to react to situations we do not control	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	As a team, we manage proactively and rarely encounter situations we do not control
D.	Each position and department does not have a clear definition of the results they are accountable for	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Each position and department has a clear definition of the results they are accountable for
E.	We do not have the right people in the right places in our business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	We have the right people in the right places in our business
F.	Our hiring strategies do not attract and retain enough A team players	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Our hiring strategies attract and retain all the A team players we need
G.	We do not have clear, documented systems and processes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	We have clear, documented systems and processes
H.	We are not acquiring enough quality customers and suppliers to achieve our goals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	We are acquiring the quality customers and suppliers needed to achieve our goals
I.	We do not feel we are adequately compensated for the risk and frustration we endure	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	We feel we are adequately compensated for the risk and frustration we endure
J.	We do not have as much confidence in our future as I would like	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	We have a strong sense of confidence about our future
	ADD COLUMN TOTALS											YOUR SCORE ___/100