



APPLIED VISION WORKS

One Vision. One Voice. Unlimited Success.

The PMV Strategy Planner Scorecard

Does your strategy focus more on today's tactical issues than on your future long-term goals? Complete *The PMV Strategy Planner™ Scorecard*. Rate your answers from 1 (low) to 10 (high) for each category. Circle 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.	Our business strategy is only in my head.	<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 long-term strategy is in writing, reviewed monthly and understood by all employees.
B.	The strategy is only numbers or only feelings and values that are not measurable.	<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 strategy includes measurable deliverables as well as our values and culture.
C.	There is no action plan clearly tied to the long term strategy.	<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 action plan is reviewed weekly with the core team for results.
D.	I built our strategy alone or with a small core team.	<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 strategy was built both from a top down and bottom up approach.
E.	I cannot remember what our job descriptions, evaluations and goals look 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"/>	Our job descriptions, evaluations and department goals support the long-term strategy and goals.
F.	I am meeting resistance. They do not believe it can be done.	<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 buy into and support our short and long-term goals.
G.	Boring!	<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"/>	It is fun and exciting and motivating to talk with others about our strategy.
H.	We lack the resources 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 have all the resources we need and the leadership team is using all of the resources in the most effective manner.
I.	The business strategy will cause problems for me personally.	<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"/>	The business strategy complements our personal goals.
J.	I have to drive the strategy and action plan.	<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 culture and core team are mutually accountable and we accomplish our goals together.
K.	I do not know what to do next.	<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"/>	I know the next steps to take in reaching our strategy.
L.	We are reaching burnout and I have lost confidence in my leadership, team and culture.	<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"/>	I am confident we will reach our long-term strategy.
	ADD COLUMN TOTALS											YOUR SCORE ___/120