

# How Well are you Executing Your 2005 Plan?

(Rating System 1 = disaster 10 = brilliantly successful)

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|----------------------------------|---|---|---|---|---|---|---|---|---|----|
| 1. New Client Acquisition        | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 2. New Product Launch(s)         | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 3. Sales Plan/Projects           | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 4. Marketing Plan/Projects       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 5. Customer Service Projects     | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 6. Strategic Alliances           | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 7. Cost Reduction Projects       | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 8. Technology Projects           | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 9. People/HR Projects            | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 10. Quality Improvement Projects | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |

<b>Overall Rating on Execution</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
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<b>Total Score (sum of 10 categories)</b>	_____
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## Planning and Performance Management Processes

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|---|---|---|---|---|---|---|---|---|---|----|
| 1. Business Plan (not written = 0)        | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 2. Budget (no budget = 0)                 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 3. Financial Statements (timely/accurate) | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 4. Monthly Business Review                | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 5. Forecasting Process                    | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 6. Project/Project Audits                 | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |

<b>Total Score (sum of 6 categories)</b>	_____
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