

SCORECARD FOR: \_\_\_\_\_

Question	A, B, or C	AI%
1. How important is developing effective profitability ranking reports?		
What is the company's Average Implementation (AI) percentage score for maximizing sales of most profitable items to most profitable customers?		
2. How important is it to know best, strategic effectiveness diagnostics & follow up plays for each branch?		
What is the company's AI percentage score for: Best strategic-effectiveness diagnostics & play execution?		
What is the company's percentage score for best practice efficiency plays?		
3. How important is looking at transformational opportunities?		
What is the company's AI percentage score for doing breakout business model innovation?		
4. How important is it to know & upgrade the current portfolio of innovation activities?		
What is the AI percentage score for innovation efforts?		
5. How important is doing and understanding profitability ranks reports?		
6. How important is it for us to upgrade our "change management capability"?		
What is the company's AI percentage score for "change management"?		
7. How big a problem/opportunity is updating group-think?		
How progressive is the thinking behind our AI activity? Give a percentage answer.		
8. How important is it to re-tune our group-think assumptions for succeeding in a slow/flat growth era?		
9. How important is it for our company to achieve noticeable service value that lowers customer's TPC & then be able to sell that benefit convincingly?		
What is the company's AI percentage for the above question?		
10. How important are strategic maps, bottom-up linkage knowledge & the metrics to make it happen?		
What is the company's current AI percentage for this objective?		
11. How important is it to define & measure our #1, most-profitable, customer niche pool?		
What is the company's AI percentage on the above?		
12. How important is it for our company to improve our people & service metrics?		

Question	A, B, or C	AI %
What is the company's AI percentage for People engagement(metrics)?		
Service excellence (metrics)?		
Customer niche focus (metrics)?		
13. How important is the quality & internal alignment of the 7 steps of the Kinetic Chain/		
What is the company's current AI percentage score?		
14. What is the importance of "Quantum Profit Analysis"?		
What is the company's current AI percentage score?		
15. How important is doing more with the core?		
What is the company's current AI percentage score for doing more-to-the-core programs?		
16. How important is it for the company to increase its capacity for doing significant change management?		
What is the company's current AI percentage score for change management?		