**Breakthrough Performance™**

**Business Sampler**

In the importance column: 1=Not important, 10=critically important

Current Status (1 = Nonexistent / severe struggles, 10 = World class):

|  |  |  |
| --- | --- | --- |
| **The Right Leadership Team:** | **Importance** | **Current Status** |
| Decision-making |  |  |
| Ways of learning |  |  |
| Focus on Results |  |  |
| Self-knowledge |  |  |
| Ability to work with others |  |  |
| Trust |  |  |
| Team Diversity |  |  |
| Team Alignment |  |  |
| Ability to Coach and Be Coached |  |  |
|  |  |  |
| **Robust Processes & Continuous Improvement Systems:** |  |  |
| Quality systems |  |  |
| Product design processes |  |  |
| Product realization support functions and processes |  |  |
| Problem solving / continuous improvement processes (E.g. PDCA, A3, Kaizen) |  |  |
| Integrated marketing advertising & promotion processes |  |  |
| Pricing process |  |  |
| Distribution/sales channels |  |  |
| Sales process |  |  |
|  |  |  |
| **Entrepreneurship & Innovation Systems & Behaviors:** |  |  |
| Ongoing process for developing and evaluating differentiated customer value propositions |  |  |
| Rapid experimentation and testing of new customer value propositions (Lean Startup, Agile, Scrum) |  |  |
| Voice of the customer process |  |  |
| Behaviors that encourage entrepreneurship and innovation (E.g. Risk taking, action bias, experimentation, active open-minded listening, acting humbly and inclusively, engendering trust, sharing knowledge, being comfortable with uncertainty, engaging in critical inquiry) |  |  |
| Time devoted to brainstorming / ideation |  |  |
| Information search and competitive intelligence, reflection & discussion |  |  |
|  |  |  |
| **Human Potential Development Systems:** |  |  |
| Empathy and understanding |  |  |
| Facilitation training |  |  |
| Leadership training |  |  |
| 360 of all management |  |  |
| Coaching training |  |  |
| Team leadership training |  |  |
| Accountability & getting things done |  |  |

***Business Success =*** *entrepreneurial behaviors with customers, robust processes and continuous improvement / execution systems, employee engagement, accountability…with leaders that are humble, inclusive, genuine, clear, responsible, empowering and positive.* Copyright © 2016 Breakthrough Performance™. All Rights Reserved.