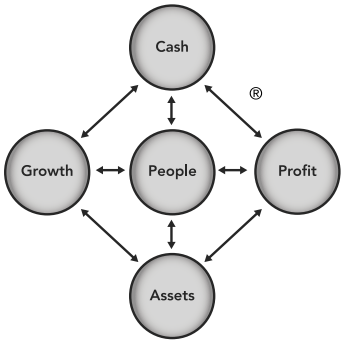
FUNCTIONAL AWARENESS

INSTRUCTIONS

Select a function (such as Sales, IT, Human Resources, or even your own function), and rank the 5 Business Drivers according to focus.



GREATEST FOCUS

01.

02.

03.

04.

05.

LEAST FOCUS

CONSIDERATIONS

1. Based on the drivers with the greatest focus, what are the current strategies to drive performance?

2. How is performance measured on those drivers with the greatest focus?

3. What are the biggest challenges currently being faced in this function?

4. What support is needed from other functions?

5. Based on what you've learned, how will this information influence your action/approach?