



Assignment:

Number in order of importance to reach our goals.
Fill in all blanks. (1 = most important)

- ____ Increase sales by ____%

- ____ Decrease operational costs by ____%

- ____ Increase customer satisfaction scores by ____%

- ____ Decrease time to serve customer by ____%

- ____ Create new product to generate ____% of new sales

- ____ Address strategic risk posed by _____

- ____ Something not on this list: _____

Instructions for the leader:

- a. Make blank copies for each person on your team
- b. Fill in your answers
- c. Pass out blank copies and have team members fill in their answers
- d. Collect their answers and compare results
- e. Make tough choices
- f. Distribute the new list so that everyone knows the priorities