Wednesday
October 26, 2005
Day
EMPOWERS
TEAM
BELIEVES IN COMPANY ETHICAL
"" PEOPLE
FAIR
OPTIMISTIC
WARM
GOOD COMMUNICATION (LISTENS)

COMPETENT
RESPONSIBLE

WELCOME Δ
ACCEPT FAILURE DUE TO EFFORT
DECISIVE
LEADS
LEADER

CHARACTERISTICS
- High self-monitoring
- High emotional intelligence
- Ego is in check

BEHAVIORS

SOCIAL INTERACTION WITH ALL STAKEHOLDERS

JAMES COLLINS
GOOD TO GREAT
0-12 PERFORMANCE WOULD DECLINE

12-18 MA

12-16 50% PERF. SAME
35% WORSE-25% BETTER

16-20 PERF WOULD IMPROVE
HD
INT.

/ intersection per team member
cover all 4 boxes

EXT. (CH 3)
<table>
<thead>
<tr>
<th>Intersection</th>
<th>Recommended actions</th>
<th>Implementation steps</th>
<th>Required resources</th>
<th>Schedule and sequence</th>
<th>Internal and external success standards (e.g., benchmarks)</th>
</tr>
</thead>
<tbody>
<tr>
<td>OPPTY</td>
<td>Recommended actions</td>
<td></td>
<td>Required resources</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ASIAN Mkt.</td>
<td>Required actions</td>
<td></td>
<td>Required resources</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Weak</td>
<td></td>
<td></td>
<td>Required resources</td>
<td></td>
<td></td>
</tr>
<tr>
<td>No Product</td>
<td></td>
<td></td>
<td>Required resources</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
CHARACTERISTICS
TRAITS
HELP
LISTEN
CARE ABOUT YOU
ARTICULATE VISION
ORGANIZED
FAIR
CARE ABOUT COMPANY
REALISTIC
GOOD TOGETHER

BEHAVIORS
SOCIAL INTERACTION
STAKEHOLDERS

OPTIMISTIC
COMPETENT
FEEDBACK
YOUR GROWTH
LEADER
- NMS
- PERFORMANCE

UNLESS COLLEAGUE
REINFORCEMENT

GOOD TOGETHER
1. List of all S, W, O, T

2. Intersection in each quadrant

3. Must have 1 intersection for every team member
A should address the company's strategic and financial objectives to the greatest degree possible. I do not want to see departmental let argue for their strategic relevance.

<table>
<thead>
<tr>
<th>Intersection</th>
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<tr>
<td>WEAKNESS</td>
<td>NO SUITABLE PRODUCT</td>
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<tr>
<td>OPPRTY</td>
<td>ASIAN MKT</td>
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</tbody>
</table>

**NOTE:** Your company should use the strength to either pursue the opportunity or defend against the threat. The actions should address what the company should do to bolster the weakness so they can pursue the opportunity or defend against the threat.

**Activity:**

**Implementation steps:**

**Required resources:** Required resources include those listed in question 2 of the Chapter 4 worksheet, and operational and capital budgets for your recommendations. If your recommendation entails capital expenditures, ensure a minimum of one source.

**Schedule and sequence:**

**Internal and external succ standards (e.g., benchmarks):**