

Your Name: _____

Date: _____



Process (Productivity Drivers)

Make/Buy

Sell

Record Keeping

1 _____	1 _____	1 _____
2 _____	2 _____	2 _____
3 _____	3 _____	3 _____

ACTIONS (QTR) (How)		THEME (QTR/ANNUAL)	YOUR ACCOUNTABILITY (Who/When)																									
Qtr. #		Deadline	Your KPIs																									
Revenues		Measurable Target/Critical #	1	Goal																								
Profit		<p align="center">Theme Name</p> <p>_____</p> <p>_____</p> <p>Scoreboard Design Describe and/or sketch your design in this space.</p>	2																									
Mkt Cap			3																									
Gross Margin																												
Cash																												
A/R Days																												
Inv. Days																												
Rev./Emp.																												
<p align="center">Rocks</p> <p>Quarterly Priorities</p> <table border="1"> <thead> <tr> <th></th> <th>Who</th> </tr> </thead> <tbody> <tr><td>1</td><td></td></tr> <tr><td>2</td><td></td></tr> <tr><td>3</td><td></td></tr> <tr><td>4</td><td></td></tr> <tr><td>5</td><td></td></tr> </tbody> </table>			Who	1		2		3		4		5			<p>Your Quarterly Priorities</p> <table border="1"> <thead> <tr> <th></th> <th>Due</th> </tr> </thead> <tbody> <tr><td>1</td><td></td></tr> <tr><td>2</td><td></td></tr> <tr><td>3</td><td></td></tr> <tr><td>4</td><td></td></tr> <tr><td>5</td><td></td></tr> </tbody> </table>			Due	1		2		3		4		5	
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<p>Critical #: People (B/S)</p> <p> _____</p> <p> _____</p> <p> <u>Between green and red</u></p> <p> _____</p> <p>Critical #: Process (P/L)</p> <p> _____</p> <p> _____</p> <p> <u>Between green and red</u></p> <p> _____</p>	<p align="center">Celebration</p> <p>_____</p> <p>_____</p> <p>_____</p> <p align="center">Reward</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>Critical #: People (B/S)</p> <p> _____</p> <p> _____</p> <p> <u>Between green and red</u></p> <p> _____</p> <p>Critical #: Process (P/L)</p> <p> _____</p> <p> _____</p> <p> <u>Between green and red</u></p> <p> _____</p>
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Opportunities: 1 _____ **Threats:** 1 _____

2 _____ 2 _____

3 _____ 3 _____