

Assess your business with 20 points

Strategy Management

strategy

objectives/planning

success factors

Personnel Management

- Flexible working hours
- Motivation
- Skills
- Flexible remuneration
- Advancement
- Leadership ability

Supply-/production Management

- Supplier analysis
- Quality
- Lean Management

Sales Management

- Customer structure
- Added value
- Sales activities

Organization Management

- Structure
- Processes
- Learning teams

Finance Management

Result
Quick analysis

The Checklist

- | | 1 | 0 | -1 |
|--|------------|---------------|-----------|
| | Yes | Partly | No |
| 1. Do you have a strategy-paper? | | | |
| 2. Are goals and milestones set and results checked out? | | | |
| 3. Do you know the success factors of your enterprise and do you improve them constantly? | | | |
| 4. Do you have flexible working hour's systems, which correspond to operational requirements? | | | |
| 5. Do you have adequate remuneration systems, which correspond to the present knowledge? | | | |
| 6. Is the satisfaction of the employee ascertained and is the motivation accordant supported? | | | |
| 7. Are you satisfied with the competence profiles of your management personnel and employees? | | | |
| 8. Do your support measurements correspond to the recently cognitions? | | | |
| 9. Is the thinking and action of your management team conforming to today's requirements? | | | |
| 10. Are the suppliers analyzed and systematically assessed? | | | |
| 11. Is the quality of your products, problem solving and processes good? | | | |
| 12. Do you permanently try to live „Lean Management“? | | | |
| 13. Do you know your customer structure and do you grow with the right customers? | | | |
| 14. Did you worked out your value added arguments generally and target group-specific and are you selling them rightly? | | | |
| 15. Are you aggressive in the stages of „Pre-Sale“, „Sale“and „After-Sale“? | | | |
| 16. Is your organization structure timely and competition suitable? | | | |
| 17. Are the processes optimal and customer oriented? | | | |
| 18. Do management personnel and employees see each other as a learning team? | | | |
| 19. Are your results above the branch average? | | | |
| 20. Do you permanently make use of „Quick-analysis“ to get to know where you are and to set the right course for the future? | | | |

Reached Score:

Evaluation

1. ≤ 1 Point: There is need for immediate action. We are welcome to discuss the results with you and line up proposals to smooth out weaknesses.
2. $>1-9$ Points: Congratulations. You have a set of elements for the present and future company success. You should gather information about several points, to get much stronger.
3. 10 Points: Top! We congratulate you on this result. If you are interested, what the best are doing in some questions, we would love to give you advice

For all:

We thank you very much for your disposition to fill in this Quick test. We are happy to keep in touch with you. We wish you the best.