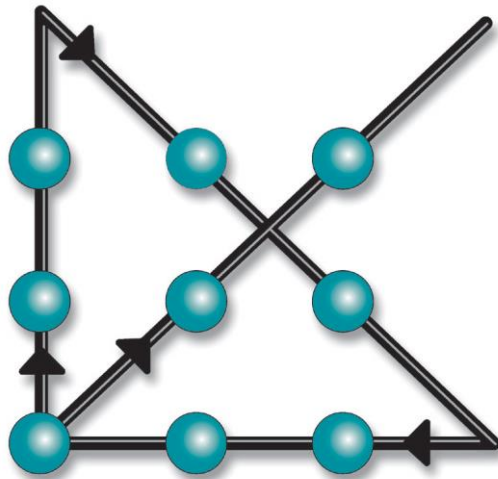


Company Planning Process

CMI'S Process For Strategic Planning

My company
My name



CMI

Strategic Planning For Today's Challenging Business Environment

These worksheets are designed to allow you to complete the past year and open up the possibility of the next year. It directs your attention and thinking to critical areas. It is not a guarantee. However, it is an opportunity to think through and focus your activity. Take as much space as you need. Do not be limited by the space we gave you.

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Achievements/successes for the past year

1.	
2.	
3.	
4.	

Disappointments for the past year

1.	
2.	
3.	
4.	

What did we learn as a company in the past year?

1.	
2.	
3.	
4.	



What critical issues face us over the next 12-18 months?

1.	
2.	
3.	
4.	
5.	

Of the critical issues facing us, which ones are we dealing with

1.	
2.	
3.	
4.	
5.	

What are our company strengths?

1.	
2.	
3.	
4.	



What are our company weaknesses?

1.	
2.	
3.	
4.	

Of these strengths and weaknesses, which ones do we need to deal with in the next year?

1.	
2.	
3.	
4.	

What are some ideas to improve the company's customer service towards internal customers and external customers?

1.	
2.	
3.	
4.	
5.	



What is your company passionate about?

1.	
2.	
3.	
4.	

What can your company be best at?

1.	
2.	
3.	
4.	

What drives your company?

1.	
2.	
3.	
4.	



Opportunities facing the company

Opportunities	Bottom Line Value	Can We Do It?	Leadership Effort	Risk

Scale

Bottom line value: 1-10, with 1 = very low

Can we do it? 0% - 100%

Leadership effort: High, moderate, or low

Risk: High, moderate or low



What unresolved issues face the company - How will we resolve them?

1.	
2.	
3.	
4.	

What is the purpose and mission of the company?

What are the success factors of the company?

Guidelines/assumptions about the future



What is a measurement system that the company will use to determine if it is progressing in the desired direction and attaining its objectives?

What are the company's clear measurable objectives for the next year?

(No more than 10)

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	



What objectives need action plans and who is writing them? Who are the champions of the objectives?

	Action Plans	Who Is Writing Them?
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

When and how will we monitor our progress on the objectives?



What individual and group projects and commitments are you committing to?

1.	
2.	
3.	
4.	

What is the company's meeting structure? When? Who sets the agenda?

1.	
2.	
3.	
4.	
5.	

What are the company's ground rules?

1.	
2.	
3.	
4.	