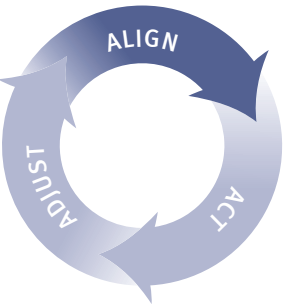
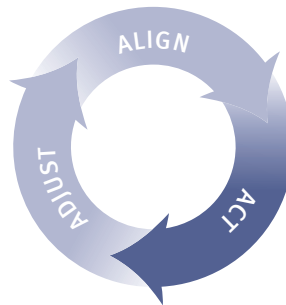
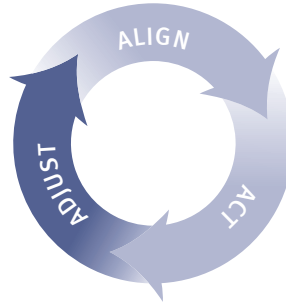


# A timing practice: Cycle of Value Diagnostic

Topic:

Type of conversation	Question	Off track	Weak	On track
	<b>Intersect</b> Do we have a clear contribution that is supported by data and attractive to stakeholders? What contribution is at the intersection?			
	<b>Invent</b> Do we have enough creative solutions to achieve our purpose?			
	<b>Invest</b> Have we allocated time, money, and talent to achieve our objectives?			
	<b>Engage</b> Do the people who will get it done understand and authentically support the purpose and plan?			
	<b>Clarify</b> Who is promising to do what and by when?			
	<b>Close</b> Are people personally committed and producing results?			
	<b>Review</b> Do our metrics help us learn and improve?			
	<b>Renew</b> Do we have effective routines for identifying and making smart changes?			