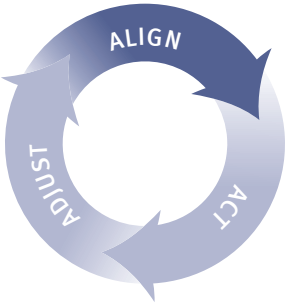
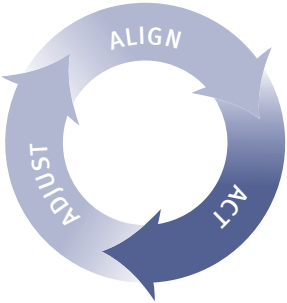
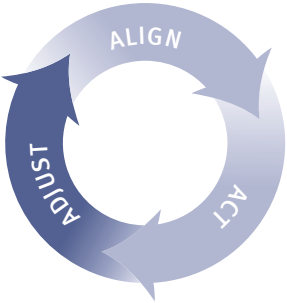


A timing practice: Cycle of Value Diagnostic

Topic:

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