



GROWTH STRATEGY
QUESTIONNAIRE

GENERAL INFORMATION

Contact Information

Name

Business Title

Company

Phone

Mobile

Fax

Email Address

General

Workshop title

Target market

Target client

Target suppliers or integrators (Tier 1 -2)

GOALS & TARGET AUDIENCE

Workshop goals

- Understand the BIG Picture
- Review Primary Drivers for Change
- Develop A Robust Bid Structure
- Analyse Current Trends
- Articulate Risk & Value Management
- Identify Framework Issues
- Manage Large Accounts
- Enhance Collaborative Working

Other goals

Blank text input area for other goals.

Describe your target audience

Blank text input area for describing the target audience.

Do you want to expand your target audience in a certain direction?

Blank text input area for expanding the target audience.

COMPANY INFORMATION

What your organisations 'top three' goals for the next 12 months

What are your targets to improve and measure (sales activities/client engagement/tenders)?

What are your 3-5 year objectives?

REQUIREMENTS & DELIVERABLES

Technical requirements

- | | | |
|--|---|--|
| <input type="checkbox"/> PQQ or Bid Support | <input type="checkbox"/> Robust Bid Strategy | <input type="checkbox"/> Bid Peer Review |
| <input type="checkbox"/> Product Development | <input type="checkbox"/> Client Profiling | <input type="checkbox"/> Competitor Analysis |
| <input type="checkbox"/> Performance Review | <input type="checkbox"/> Client Facilitation | <input type="checkbox"/> PR Copywriting |
| <input type="checkbox"/> Bus. Model Canvas | <input type="checkbox"/> Large Account Management Planning (LAMP) | |

Change management

- | | | |
|--|--|--|
| <input type="checkbox"/> Collaborative Working | <input type="checkbox"/> Value Creation | <input type="checkbox"/> Effective Cost Planning |
| <input type="checkbox"/> Risk Management | <input type="checkbox"/> Lean Project Delivery | <input type="checkbox"/> Carbon Reduction |
| <input type="checkbox"/> Safety: Human Factors | <input type="checkbox"/> Sustainable Procurement | |

Resources & deliverables (Who will provide the following resources over the coming months?)

Work	Our company	Leadership Champions
Vision, Mission, Goals	<input type="checkbox"/>	<input type="checkbox"/>
Business Plan or Roadmap	<input type="checkbox"/>	<input type="checkbox"/>
Strategy Execution Plan	<input type="checkbox"/>	<input type="checkbox"/>
Mindset For Growth (KPIs)	<input type="checkbox"/>	<input type="checkbox"/>
90-Day Action Plan (KPIs)	<input type="checkbox"/>	<input type="checkbox"/>

Return completed form to:

LEADERSHIP CHAMPIONS (UK) LIMITED

Westlands, Long Buckby Road, Daventry, Northants. NN11 2JT
T: 01327 705 910

E. chris@leadership-champions.com