



R1.91+

ORGANIZATION
/Ownership & Board

DECISION SHEET

v1.0

Job to be done

When a company is going through a crisis the company management need to spend their time on the most critical topics.

By systematically going through the work areas of the business, we can more easily find the most important topics to work on at the meetings.

How to do it

Start by getting an overview of the different development areas and decision themes.

Continue by evaluating whether the different decisions can have a quick impact on the company's liquidity and finances.

Finish by describing each decision as it should be included in the agenda for the management.

Next step

- Choose which decision themes the management should continue working on.
- Make a meeting plan for the management's work on the various themes over a period of time.
- Seek external help if there are some issues that the management needs more knowledge on in order to make the right decisions.

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Crisis Agenda

Put the most important topics on the management agenda



| DEVELOPMENT AREA | DECISION THEMES | QUICK EFFECT | | | DESCRIPTION OF DECISION |
|--------------------|---|--------------|----|-------|-------------------------|
| | | Yes | No | Maybe | |
| BUSINESS CONCEPT | New profitable product range | | | | |
| | Product development | | | | |
| | New profitable customer segments | | | | |
| | New attractive markets | | | | |
| | Better business model | | | | |
| | New prices and terms of sale | | | | |
| ORGANIZATION | Collaboration with competitors | | | | |
| | New owners | | | | |
| | New role for owner / director | | | | |
| | Organizational change | | | | |
| | New board members | | | | |
| | Termination of employees | | | | |
| CUSTOMER RELATIONS | Optimization of business processes | | | | |
| | New vendors / credit terms | | | | |
| | Alternative distribution channels | | | | |
| | Fast/cheap marketing efforts | | | | |
| | New sales systems and methods | | | | |
| | Press coverage that improves sale | | | | |
| OPERATIONS | New partnership agreements with customers | | | | |
| | Letting go of unprofitable customers | | | | |
| | Updated sales budgets | | | | |
| | Financing and capital injection | | | | |
| | Cost cutting | | | | |
| | New facilities | | | | |
| OPERATIONS | Sublease or sale of facilities | | | | |
| | Inventory reduction/outlet | | | | |

Date:

Name:

Company: