



\$2.91+

GROWTH PLANNING /360° Planning

DECISION SHEET

v1.0

Job to be done

Often, when a company is facing a crisis, multiple challenges must be dealt with at the same time.

By making an honest description of all the aspects of the crisis situation, we can create the best starting point for finding a solution.

How to do it

Start by describing the different aspects of the situation in the order that seems most natural.

Continue by using the checklist to find other or additional aspects of the crisis that need to be included in the overall picture.

Finish by describing the additional aspects of the crisis.

Next step

- Take a closer look at the aspects that the company needs to get a better understanding of.
- Have a meeting with key people to review the situation.
- Consider possible solutions and take the first steps to mitigate the crisis.

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Developed by:

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Crisis Description

Make an honest description of all aspects of the crisis

✓ CHECKLIST: ADDITIONAL ASPECTS

The product life cycle
Company- and ownership
Owner's health situation
Signs of crisis
Signs of crisis that owner
Status of accounting
Personal motivation
Competitive situation



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ASPECT OF THE SITUATION	DESCRIPTION	ASPECT OF THE SITUATION	DESCRIPTION
Background of the crisis (history, events)		Resources (who can help)	
Emergency crises (payments, debt collection, legal proceedings)		Information (who knows what and should know what)	
Most important clients (loyalty)		Private economy (Private residence, other debt, security, pensions)	
Most important operational suppliers		The family (marital status, prenup, liability)	
The company's key employees (dependence)		Desired future (intention, problem/opportunity-description)	
Bank relationship (agreement compliance, corporate mortgage)			
Debt situation (liens, guarantees, mortgages, assets, liabilities)			

Date:

Name:

Company:

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