



\$2.95+

GROWTH PLANNING
/360° Planning

DECISION SHEET

v1.0

Job to be done

Even when a company is in the middle of a crisis there is a number of different possibilities to make our way out of the situation.

By thinking through —and perhaps accepting— the different scenarios, it might get easier to work with them and create a plan that can take the company out of the crisis.

How to do it

Start by getting an overview of the different scenarios for getting out of the crisis.

Continue by making a list of advantages and disadvantages of the different scenarios. Then consider how realistic each of the scenarios are.

Finish by finding the critical factors that are necessary to realize the most attractive scenarios.

Next step

- Make a decision about which scenarios to focus on first.
- Make an action plan for the different scenarios.
- Decide which scenario makes the best way out of the crisis.

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Developed by:



Solution Planning
Find the best solution to
get the company out of the
crisis



	SCENARIOS FOR HOW TO GET OUT OF THE CRISIS	ADVANTAGES OF THIS SCENARIO	DISADVANTAGES OF THIS SCENARIO	REALISTIC			CRITICAL FACTORS FOR THIS SCENARIO
				Yes	No	Maybe	
DEVELOPMENT	Debt Agreements The company works its way out of the crisis through payment agreements and voluntary repayment schemes with creditors.						
	Composition agreement with creditors The company is reconstructed through agreement with the creditors.						
	Reconstruction The company is reconstructed into a new company or form of business.						
	Fusion The company merges with a competitor or other players in the market.						
	Change in management Hiring of a new CEO or management team who can get the company back on track.						
	Growth and business development The company grows out of the crisis with liquidity creating activities.						
REALIZATION	Solvent closure The company voluntarily closes before the debt becomes too large.						
	Minimizing activities The company reduces its activities and the owner starts to work with another company.						
	Selling the company The company's assets are being sold as part or united before or while declaring bankruptcy.						
	Bankruptcy or dissolution The company is declared bankrupt so that the owner can start a new working life.						
	Bankruptcy with debt relief The company is declared bankrupt, but the owner obtains debt relief.						

Date:

Name:

Company: