



STRATEGY EXECUTION HEROES

Introduce a Balanced Scorecard approach

A checklist

Use *Strategy Execution Heroes* to assess impact and feasibility.

Estimate the impact of each tip and score low as a 1, medium as a 2 and high impact as a 3.
Estimate the feasibility of each tip and score low as a 1, medium as a 2 and high feasibility as a 3.

	Impact	x	Feasibility	=	Priority
Don't rely on the first BSC book.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Watch out for the Scorecard gurus.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Manage the introduction of the Balanced Scorecard as a change project.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Managing change requires strong leadership.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Communicate process before content.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Know what you want to achieve.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Define your cascading architecture.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Avoid the classic pitfalls.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Get your vocabulary straight.	<input type="text"/>		<input type="text"/>		<input type="text"/>
What's the aim?	<input type="text"/>		<input type="text"/>		<input type="text"/>
Set the expectations right from the start.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Get your measures right.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Be careful when setting a target for a new measure.	<input type="text"/>		<input type="text"/>		<input type="text"/>
Use benchmarking with care.	<input type="text"/>		<input type="text"/>		<input type="text"/>

Multiply estimated impact and feasibility to assess priority.

Interpretation of your score:

Items with a priority of **9** should be **top** of your list to focus on.
Items with a priority of **6** are your **second** priority.
Items with a priority of **4** can be **looked at** but probably aren't a priority.
Items with a priority of **1 or 2** should **not** be **pursued**.

This document is part of a set of supporting material available for download upon purchase of *Strategy Execution Heroes* by Jeroen De Flander (isbn 978-908148731-3).

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