

GROWING YOUR OWN BUSINESS: A WORKBOOK

EXERCISE 4.2

SUMMARISING OUTPUT FORMS - II

	Resource Implications			
	Time	People	Money	Other
Factor 1: Environment				
Factor 2: Market				
Factor 3: Customers				
Factor 4: Direct Competition				
Factor 5: Suppliers				
Factor 6: Promoters / Management Team				
Factor 7: Strategy				
Factor 8: Marketing				
Factor 9: Sales / Promotion / Channels				



	Resource Implications			
	Time	People	Money	Other
Factor 10: Products / Services				
Factor 11: Process				
Factor 12: Product Development / Innovation				
Factor 13: Human Resources				
Factor 14: Use of Financial Resources				
Factor 15: Financial Performance				
Factor 16: Systems & Administration				
TOTAL				