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| Business Planning  2018 |
| Strategic Positioning  Worksheet |
| Bryan O’Connor, Director |

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| What group are you specifically focusing on? | My group: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  Another group: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Thinking about the group, which category would you place them in, currently? | * Black Hole * Implementer * Contributor * Strategic Leader |
| What category would you like them to move to? | * Implementer * Contributor * Strategic Leader |
| How would you know that they had successfully changed? |  |
| What shifts are required to make the move? |  |
| By when would you like to see the change? |  |
| What is your role in these changes? |  |