

Problems To Avoid Gap Analysis

Please self-assess the importance of each of these items to avoid. A “1” indicates that the item is of minimal importance to you, your business or a particular alliance you are managing. A “10” that the item is of high importance to you, your business or a particular alliance you are managing.

Element	Rating									
	1	2	3	4	5	6	7	8	9	10
13. Lack of Consensus										
14. Lack of Trust										
15. Lack of Candor										
16. Lack of Respect										
17. Lack of Caring										
18. Lack of Collaboration										
19. Lack of Recognition										
20. Lack of Integration										
21. Lack of Alignment										
22. Lack of Authority										
23. Not Invested										
24. Lack of Autonomy										

Notes:

- Please review these to identify which ones in order of importance have the ability to dramatically improve the ability of the alliance to achieve your goals.
- Please review these to identify which ones in order of importance have the ability to improve the experience your customers have with your company should you chose to improve in the area.
- Please review these to identify which ones in order of importance would allow you to grow/scale your business more quickly.

