

## 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 negotiation. A “10” that the item is of high importance to you, your business or a particular negotiation

| Element                            | Rating |   |   |   |   |   |   |   |   |    |
|------------------------------------|--------|---|---|---|---|---|---|---|---|----|
|                                    | 1      | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 1. Lack of Consensus               |        |   |   |   |   |   |   |   |   |    |
| 2. Lack of Trust                   |        |   |   |   |   |   |   |   |   |    |
| 3. Insufficient Candor             |        |   |   |   |   |   |   |   |   |    |
| 4. Disrespect                      |        |   |   |   |   |   |   |   |   |    |
| 5. Insensitivity or Lack of Caring |        |   |   |   |   |   |   |   |   |    |
| 6. Insufficient Collaboration      |        |   |   |   |   |   |   |   |   |    |
| 7. Lack of Recognition             |        |   |   |   |   |   |   |   |   |    |
| 8. Insufficient Integration        |        |   |   |   |   |   |   |   |   |    |
| 9. Improper Alignment              |        |   |   |   |   |   |   |   |   |    |
| 10. Lack of Authority              |        |   |   |   |   |   |   |   |   |    |
| 11. Not Invested                   |        |   |   |   |   |   |   |   |   |    |
| 12. Insufficient 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. a) b) c) d) e) f)
- 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. a) b) c) d) e) f)

