

12 QUESTIONS TO PONDER IN CHOOSING A STRATEGIC PLANNING CONSULTANT

Test Your Confidence Level

1. ____ Our consultant has demonstrated an ability to foster the trust and mutuality that will facilitate healthy collaboration and deep levels of exploration, discovery, creativity and learning.
2. ____ Our consultant has the seasoning and experience to not only help us with our current needs, but to be a potential long term partner in our company's growth and development.
3. ____ Our consultant's approach is both rigorous and systematic, but at the same time flexible and responsive to our culture and developmental needs.
4. ____ Our consultant is sensitive to the unique challenges in operating a family owned business and has the expertise to help us navigate the interpersonal dynamics and constructively resolve issues that may affect the long term viability of the enterprise.
5. ____ Our consultant has the maturity and self-assurance to refrain from giving "expert advice" while guiding us through a discovery and problem solving process that will enable us to be confident about, and accountable for, the decisions that affect our company and its future.
6. ____ The proposed planning process recognizes that the benefits of strategic planning are inextricably linked to the processes of leadership, team and organizational development.
7. ____ We are confident that planning will become an ongoing, *effective* and dynamic organizational discipline, not an annual ritual or one-time event.
8. ____ There is evidence of creativity and innovation in the proposed planning process that will help to keep the process fresh and responsive to our changing needs and circumstances.
9. ____ The proposed planning process will help us to better appreciate and leverage organizational interdependencies and develop greater synergy throughout the company.
10. ____ Effective planning will enable us to more effectively focus, prioritize and align organizational resources.
11. ____ An outcome of the planning process will be the enhanced ability of our organization to operate with greater focus, flexibility and speed.
12. ____ We are confident that the guide we have selected will help us to achieve our growth objectives and ultimately enhance market, company and shareholder value.