

5Ps Leading Teams to Top Results

Quick Assessment

	Strongly Disagree									Strongly Agree	
1. My team has identified its top customers	0	1	2	3	4	5	6	7	8	9	10
2. My team knows what matters most to its top customers	0	1	2	3	4	5	6	7	8	9	10
3. My team knows how well our customers are performing at what matters most to them	0	1	2	3	4	5	6	7	8	9	10
4. My team is clear on how we influence what matters most to our customers	0	1	2	3	4	5	6	7	8	9	10
5. My team has a clearly defined purpose.	0	1	2	3	4	5	6	7	8	9	10
6. My team members know our team's purpose.	0	1	2	3	4	5	6	7	8	9	10
7. Stakeholders know my team's purpose.	0	1	2	3	4	5	6	7	8	9	10
8. My team's priorities are clearly connected to the organization's goals.	0	1	2	3	4	5	6	7	8	9	10
9. My team's priorities are clearly defined with clear success measures.	0	1	2	3	4	5	6	7	8	9	10
10. My team has a plan to accomplish our priorities.	0	1	2	3	4	5	6	7	8	9	10
11. Our plan is realistic.	0	1	2	3	4	5	6	7	8	9	10
12. We are committed to accomplishing our plan.	0	1	2	3	4	5	6	7	8	9	10
13. My team has a clear process for tracking progress.	0	1	2	3	4	5	6	7	8	9	10
14. We hold each other accountable.	0	1	2	3	4	5	6	7	8	9	10
15. We help each other accomplish our priorities.	0	1	2	3	4	5	6	7	8	9	10

Questions 1-4	Questions 5-7	Questions 8-9	Questions 10-12	Questions 13-15
___/4 =	___/3 =	___/2 =	___/3 =	___/3 =
Perspective	Purpose	Priorities	Plan	Performance