




CYCLE OF VALUE DIAGNOSTIC

TOPIC:		DATE:			
CONVERSATION		PURPOSE	OFF TRACK	WEAK	ON TRACK
	Intersect	Where are we headed? Why does it matter to each of us? What facts matter to us?			
	Invent	How might we get there?			
	Invest	How will we change our allocation of people, money and time? Are our processes, routines and structures aligned with our strategy?			
	Engage	What about this is important to you?			
	Clarify	What requests do we have of you?			
	Close	What will you commit to?			
	Review	What have we accomplished? What have we learned?			
	Renew	Where will we go from here?			