

Worksheet

The Edge Team Training
Module 7 – Session 2

Three ways to Grow the Business

PROCESS, PRODUCT, PIVOT

EXERCISE 1.

Understanding your contribution to the economics of the business:

1. **How do you help drive the revenue, cost of sales, or expenses?**

2. **How could you improve your economic contribution?**

EXERCISE 2.

Acting like an owner

1. **In what ways do you feel that you are acting as an owner?**

2. **If your area of responsibility were a separate company and you were the owner, what would you change?**

EXERCISE 3.

Improvement using the Process, Product, or Pivot. Answer one or more:

- 1. What PROCESS improvement can you recommend that could help with growth of the business?**

- 2. What PRODUCT ideas can you recommend that could help with growth of the business?**

- 3. What PIVOT ideas can you recommend that could help with growth of the business?**
