

Worksheet

The Edge Team Training

Module 6 – Session 1

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?**
