

Worksheet

The Edge Team Training

Module 10 – Session 2

Adaptability

Shaping up our products

EXERCISE 1. *Identifying Life in Our Products.*

Where is the life in our products? Which 20% of the product offerings has life?

EXERCISE 2. *Let it go.*

Is there something we are attached to that needs to go?

EXERCISE 3. *Removing the dead*

Which products do we need to blow up before the market does it for us?

EXERCISE 4. *Pruning the good for the sake of the best*

What is good, but not best? What is coming that we need to make room for?
