Introduce a Balanced Scorecard approach

A checklist

Use S*trategy Execution Heroes* to assess impact and feasibility.

Estimate the impact of each tip and score low as a 1, medium as a 2 and high impact as a 3.
Estimate the feasibility of each tip and score low as a 1, medium as a 2 and high feasibility as a 3.

	Impact	x	Feasibility	=	Priority
Don't rely on the first BSC book.					
Watch out for the Scorecard gurus.					
Manage the introduction of the Balanced Scorecard as a change project.					
Managing change requires strong leadership.					
Communicate process before content.					
Know what you want to achieve.					
Define your cascading architecture.					
Avoid the classic pitfalls.					
Get your vocabulary straight.					
What's the aim?					
Set the expectations right from the start.					
Get your measures right.					
Be careful when setting a target for a new measure.					
Use benchmarking with care.					

Multiply estimated impact and feasibility to assess priority.

Interpretation of your score:

Items with a priority of **9** should be **top** of your list to focus on.
Items with a priority of **6** are your **second** priority.
Items with a priority of **4** can be **looked at** but probably aren't a priority.
Items with a priority of **1 or 2** should **not** be **pursued.**

This document is part of a set of supporting material available for download upon purchase of
Strategy Execution Heroes by Jeroen De Flander (isbn 978-908148731-3).