

Value to Show

THE FOUR KINDS OF VALUE	"ORDER ORIENTATION" <i>Managing what presently exists</i>	"PROGRESS ORIENTATION" <i>Attaining what is hoped for</i>
Make Money	Reduce Expense <i>"Find a cheaper supplier"</i> <i>"Negotiate lower rent"</i>	Increase Revenue <i>"Sell more widgets"</i> <i>"Preach on generosity"</i>
Advance Vision	Strengthen Culture <i>"Foster healthy unity"</i> <i>"Celebrate core values"</i>	Innovate Mission <i>"Design a new product"</i> <i>"Reach a new people group"</i>
Increase Capability	Improve Efficiency <i>"Streamline how to order"</i> <i>"Check-in kids faster"</i>	Expand Capacity <i>"Add another product line"</i> <i>"Launch a new campus"</i>
Create Solutions	Solve Problems Now <i>"Answer the support line"</i> <i>"Fix the copy machine"</i>	Prevent Problems Tomorrow <i>"Install better firewall"</i> <i>"Diversity leadership teams"</i>

Which kind of value does your **Sweet Spot** coincide with most? (Choose 3)

Which kind of value represents the greatest current pain point of your Supervisor or the organization?

Where is there overlap between your **Sweet Spot** and the pain point of your Supervisor or the organization?

What 1 thing could you add to your job to address the pain point of your Supervisor or the organization based on your **Sweet Spot**?

