

	Your Name:
	Your Organisation:
Sl. No.	Question
1	What process do you use for Business Planning?
	a. Strategic Planning
	b. Policy Management/ Hoshin Kanri
	c. Balanced Score Card
	d. Any other (Pl specify)
2	What is major concern in your organisation?
	a. Strategy formulation
	b. Strategy execution
	c. Both
	d. None
3	How many priority areas do you focus?
	a. 3-5
	b. 5-8
	c. 8-10
	d. No Limit
4	What is the period of business planning cycle?
	a. One Year
	b. Six Monthly
	c. Less than six month
	d. More than a year
5	What does the Business Planning Process cover?
	a. Identification of KPIs
	b. Identification of KPIs and goals
	c. Identification of KPIs, goals and Means/ initiatives
	d. Identification of KPIs, goals, Means/ initiatives and detailed action plan
6	How long you have practiced the Policy management/ Balanced Scorecard?
	a. < 1 year
	b. 1-3 years
	c. 3-5 years
	d. > 5 years
7	How long it took to mature the system in your organisation?
	a. < 1 year
	b. 1-2 years
	c. > 2 years
8	What challenges you found in implementation? (You may tick more than 1 here)
	a. Understanding of the subject
	b. Role clarity
	c. No or informal reviews
	d. Focus on results only
	e. Deployment to lower levels
	f. Linkage with routine work
	g. Difficult to sustain
	h. Too many items to prioritise
	i. More top driven, middle and lower management involvement weak
	j. More suited to manufacturing sector
	k. Time consuming
	l. More internal focused, no info of the market and business environment
	m. Lack of data to set the targets
	n. Target set too ambitious
	o. Any other (Please specify)
9	How did you address the above challenges?
	a. Training across the organisation
	b. Developing Internal Manual for consistent application
	c. Mentoring by leadership team
	d. Mentoring by external consultant/guide
	e. Learnt from other companies
	f. Spent time for environemnt and market scanning
	g. Revisited the review mechanism
	h. Used only 3-5 focused items of high priority for the year
	i. Any other (Please specify)
10	Future plans to stengthen the system (please elaborate in max 100 words)