

You, Inc. – The New Reality

The Critical Path Planning Form

Use the forms on the next two pages to build your own internal “business plan” for impacting the critical paths in your organization. Fill in the boxes and lines according to the following instructions. If it helps, you can use the example provided as a guide. (It’s written from the perspective of a member of the sales team for a manufacturing company).

I. Value

Take this from your organization’s mission statement *or* from the “real work demands” that are communicated to you (either directly or indirectly). *Use a separate form for each value*—it will be easier that way.

II. Contribution

List the main “critical paths” that will contribute to the value you are pursuing. Use a separate box for each main function you are listing. On the lines coming from each box, list the things you can do, to accomplish each main critical path. If you think of more than three things, use another contribution box for the same critical path. That will give you three more specific things you can list for that particular critical path.

III. Network

Now indicate the people you need to network with, in order to accomplish each of the things you’ve listed on the lines coming out of the critical path boxes. Write in their name, along with their area, department, or business. In the example provided, you will see how one of the lines coming out of a critical area box is connected to *two* people, including a *team* of people. This could be true for you, when you fill out your form—you may find that you need more than one person to help you with a particular line activity.

IV. Major Goals

This is where you need to think in terms of measurable results. Stick your neck out a little. Think about each critical path function. Estimate what kind of impact you might be able to have. Now aim high and put down a figure that represents the impact you hope to have. These goal statements become the basis of the “bullet points” you put in your résumé when you summarize your accomplishments in your current role in the organization. Of course, at that point, you will be listing the *actual* figures that describe *real* results.

Try it With Your Team

You can do this individually, but it has tremendous impact when your whole team goes through the exercise and fills out the form *together*. This process is one of the best ways that you can help each individual on the team to develop the “bigger picture” described in the newsletter.

The Personal Trainer is a resource for growing leaders produced by Dr. Jim Dyke, the Founder and Director of **Corporate Leadership Initiatives, Inc.**—an organization dedicated to equipping men and women with skills and principles pertinent to the role and life of a transformational leader of the 21st century. This is a specially-designed tool for personal reflection and discussion that will help you and your team apply the ideas and principles presented in the matching edition of the newsletter **Leadership Tracks**. Log on to **www.CLionline.com** to discover more ways **Corporate Leadership Initiatives** can bring its resources and expertise to your organization and help your people become better leaders and better followers. Copyright 2019 James R. Dyke—all rights reserved.

Critical Path Worksheet

I. VALUE

II. Ways I can contribute to the CRITICAL PATH

Specific things I can do for each

III. Who I need to NETWORK with to help accomplish this

II.A.

Specific things I can do for each

Who I need to NETWORK with to help accomplish this

II.B.

Specific things I can do for each

Who I need to NETWORK with to help accomplish this

II.C.

Specific things I can do for each

Who I need to NETWORK with to help accomplish this

IV. MAJOR GOALS

Critical Path Worksheet

I. VALUE
PROFIT !!!

II. Ways I can contribute to the CRITICAL PATH

Specific things I can do for each III. Who I need to NETWORK with to help accomplish this

II.A. GROW OUR SALES	Get referrals from our clients	Dan @ ACME, Inc.
	Expand current accounts	Bob @ BOB Assoc.
	Follow up on more leads	Brenda in Marketing

II.B. CUT OUR EXPENSES	Review change orders	Patel in Engineering
	Analyze budget	Marsha in Accounting
	Use different suppliers??	Miguel in Procurement

II.C. SAVE WORK	Simplify ordering procedures	My Sales Team !!
		Engineering Team
	Delegate more clerical stuff??	David in Administration

IV. MAJOR GOALS

1. Add \$1,000,000 in sales this year.
2. Recover \$100,000 in expenses this year.
3. Save 100 man hours each month this quarter.