IMPORTANCE SCREEN INSTRUCTIONS	ECONOMIC SCREEN	STRATEGIC SCREEN	STAKEHOLDER SCREEN
 List your team's potential goals. For each screen, rate each on a scale of -1 to 4 where: 4 = High Positive Impact 0 = No Impact -1 = Negative Impact Total your score. Do a Gut Check. "Are we facing the brutal realities?" Using the score totals and your gut check, place a check mark (✓) by the goals that are truly most important. 	SCALE -1 to 4 ECONOMIC CRITERIA TO CONSIDER: Grows revenue Reduces costs Improves cash flow Improves profitability Other economic criteria	SCALE -1 to 4 STRATEGIC CRITERIA TO CONSIDER: • Directly supports the organizational goals • Leverages core competencies • Increases market strength • Increases competative advantage	SCALE -1 to 4 STAKEHOLDER CRITERIA TO CONSIDER: Increases customer loyalty Ignites the passion and energy of our people Has a favorable impact on suppliers/vendors, partners, investors Other stakeholder criteria

1	POTENTIAL TEAM GOALS	ECONOMIC SCREEN				STRATEGIC SCREEN						STAKEHOLDER SCREEN						TOTAL SCORE	GUT CHECK RED, YELLOW, GREEN		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		
		-1	0	1	2	3	4	-1	0	1	2	3	4	-1	0	1	2	3	4		

Measurement Builder



Wildly Important Goal

1.	5.
2.	6.
3.	7.
4.	8.
Measurement Credibility	Checklist
☐ Accurately tracks progress to	ward the goal Tracks outcomes as well as activities
☐ Inputs cannot be easily man	ipulated □ Is truly achievable
☐ Is influenceable by the team	☐ Has no unintended consequences
□ Drives the right behaviors	□ Value of measuring exceeds cost of measuring
3	of these overarching measures, which would have you achieve this wildly important goal?
Measure:	
Current Result:	
Target Result:	

WORK COMPASS™

WEEKLY COMPASS®

What is the most important thing

Week o	of:		I can do in this role this week?	
	WILDLY IMPORTANT TEAM GO	ALS		
1.	Team Goal		Week of:	
	Current Result/Target Result	t	Roles and BIG ROCKS®	
	By When		Role: Sharpen the Saw® Dimm	
2.	Team Goal		Physical Social/Emotional	
	Current Result/Target Result	t	Mental	
	By When		Spiritual	
3.	Team Goal		Role:	
	Current Result/Target Result	t	Big Rocks	
	By When			
	MY FOCUS THIS WEEK			
	Goal			
	Task		Role:	ĺ
	Task		Big Rocks	
	Task			
	Goal			
	Task			
	Task		Role:	
	Task		Big Rocks	
	Goal			
	Task			
	Task			Ī
	Task		Role: Big Rocks	
	CLEAR THE PATH		DIG NOOKS	
	For Others			
	For Others			
	For Others		Role:	
	For Me		Big Rocks	
	For Me			
	For Me			
	WORK COMPASS INSTRUCTIO	NS		
	1: Record your team's wildly importa		Role:	
	d the current and target results and nen you'll accomplish each team goa		Big Rocks	
achie	2: Record the three individual goals ve this week to help accomplish the	team's		
(thin	 Then list the specific tasks or beha k "new and better") you must do to individual goal. 			
	3: Under "Clear the Path," record spean do for others or others can do fo		Role:	
	ve your respective individual goals.	. ,00 10	Big Rocks	
perfo	4: At the end of each week, evaluate rmance by checking off the goal and			
	nave completed. 🗹			
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About the Weekly Compass®

In addition to using the Work Compass[™] to focus on your team's wildly important goals each week, you can also use the Weekly Compass provided here to stay on track with your personal roles and goals. Cut out the Work Compass/Weekly Compass, fold in half along the dotted line, and insert it into your plastic pagefinder.

Roles[®]: Roles are your most important relationships and responsibilities in life. Some examples of roles are friend, brother, neighbor, parent, artist, daughter, teacher, etc.

Big Rocks*: Your big rocks are your most important weekly priorities. A key question to ask yourself as you review your roles and choose your big rocks is, "What is the most important thing I can do in this role this week that would have the greatest positive impact?"

Sharpen the Saw*: One of the most important roles is the role of "self." At FranklinCovey, we call this "Sharpen the Saw." With the Sharpen the Saw role, there are four areas of personal renewal that need to be regularly attended to: physical, social/emotional, mental, and spiritual. Set a weekly goal in each of these four areas to achieve a more balanced life.