Plugged Scorecard

Congratulations On Your Commitment To Digging Out And Getting The Right Things Done!



This scorecard is designed to help you plan what you need to do and implement those plans by identifying:

1. Your top priorities
2. The things you need to adapt and change
3. Who is responsible to get things done and by when

Scorecard Instructions

1. Do a Save As on this file so you have your own copy of the scorecard.
2. Click on the attached scorecard and start answering the questions. The front nine questions (or holes) help you plan what you need to do. The back nine questions (or holes) get you started implementing your plans! For each hole, answer the question three times: once from the perspective of what you need to Prioritize, then thinking about what you need to Adapt, and finally on what you need to be Responsible for.

   Feel free to modify the questions to customize this to your specific situation and needs. For best results, work with your team to get buy in from everyone who is impacted by each question or whose commitment to the initiative will be reinforced by early involvement in the process.

3. Once you finish planning, get started implementing. Be sure to set regular meetings to review your progress and ensure all team members are fully engaged. Share information, meet progress milestones, and get the right things done.

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.
Copyright © Barr Corporate Success, All Rights Reserved

The Front 9: **Planning**

Hole Number	Focus On Alignment		
	Hole 1	Hole 2	Hole 3
Playing The Planning Course	What is your vision & why does it drive you & your customers? How does your culture support your vision?	What does success look like? What are the top 3-5 things you want to accomplish?	What metrics do we need to achieve (i.e. market share, financial, customer & employee engagement, sales, safety)?
Prioritize Focus On What Matters Most			
Adapt See Change As An Opportunity			
Be Responsible Take Ownership Of The Outcome			
Handicap			
Date:	Player:	Attest:	

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.

Copyright © Barr Corporate Success, All Rights Reserved

The Front 9: **Planning**

Hole Number	**Business Consensus**		
	Hole 4	**Hole 5**	**Hole 6**
Playing The Planning Course	What changes affect you (i.e. industry, legal, finance, IT, customer, price, trends, logistics, HR, competition, resources)?	What are internal & external obstacles (i.e. risk mgt) & opportunities (i.e. product development) to consider?	What processes, systems & structures are most critical for efficient & productive operations?
Prioritize Focus On What Matters Most			
Adapt See Change As An Opportunity			
Be Responsible Take Ownership Of The Outcome			
Handicap			
Date:	Player:	Attest:	

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.

Copyright © Barr Corporate Success, All Rights Reserved

The Front 9: **Planning**

Hole Number	Get It Done Attitude			OUT
	Hole 7	Hole 8	Hole 9	
Playing The Planning Course	What activities most impact results? What activities or distractions will you stop doing? How & by when will these get done?	What motivates you? What mindsets & behaviors are needed to achieve success?	Who are the right people to implement, are they aligned & are they ready? What training, coaching & resources are needed?	How will leadership communicate this plan so it cascades throughout the organization & all know how they contribute?
Prioritize Focus On What Matters Most				
Adapt See Change As An Opportunity				
Be Responsible Take Ownership Of The Outcome				
Handicap				
Date:	Player:		Attest:	

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.

Copyright © Barr Corporate Success, All Rights Reserved

The Back 9: **Implementation**

Hole Number	Getting Started		
	Hole 10	**Hole 11**	**Hole 12**
Playing The Implementation Course	How is the team aligned on priorities? How can they trust & work together?	How is everyone engaged & why? Are energy levels like you're playing in the Olympics? How are you acting with urgency?	What innovative ideas, systems & processes are you implementing?
Prioritize Focus On What Matters Most			
Adapt See Change As An Opportunity			
Be Responsible Take Ownership Of The Outcome			
Handicap			
Date:	Player:	Attest:	

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.

Copyright © Barr Corporate Success, All Rights Reserved

The Back 9: **Implementation**

Hole Number	Measuring Progress		
	Hole 13	Hole 14	Hole 15
Playing The Implementation Course	What metrics show you're doing the right things & when you're on or off course? How often are you evaluating progress?	How is information about goals, metrics & progress communicated & does everyone know it?	Are meetings productive, focused, open & frequent enough for knowledge exchange & progress assessment?
Prioritize Focus On What Matters Most			
Adapt See Change As An Opportunity			
Be Responsible Take Ownership Of The Outcome			
Handicap			
Date:	Player:	Attest:	

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.

Copyright © Barr Corporate Success, All Rights Reserved

The Back 9: **Implementation**

Hole Number	What's Being Learned			IN
	Hole 16	Hole 17	Hole 18	
Playing The Implementation Course	How are you in-synch to what matters to customers, suppliers & stakeholders? Do they know it?	What's unique about what you're doing? What competitive advantages to you & your customers does it give?	How do you hold all accountable for results? How are wins celebrated & misses adjusted?	Did you get the right things done & realize expected, quantifiable results?
Prioritize Focus On What Matters Most				
Adapt See Change As An Opportunity				
Be Responsible Take Ownership Of The Outcome				
Handicap				
Date:	Player:		Attest:	

The Plugged Scorecard is a free accompaniment to Plugged, the business book by Krissi Barr and Dan Barr, published by Clerisy Press.

Copyright © Barr Corporate Success, All Rights Reserved