

Deliver Better Results

How to Unlock Your Organization's Potential GIL BROZA



Supplementary resource for the book *Deliver Better Results*. More at DeliverBetterResultsBook.com

Fitness for Purpose Self-Assessment

This is the fitness assessment from Chapter 1 without the advice and examples regarding rating.

Before you begin, make sure you've determined the exact scope of your value delivery system.

For each of the six aspects in the order they appear in the following table, answer these three questions:

1. What's the **practical and relevant optimum** for the system's performance on this aspect?
2. What's the system's **current** performance on this aspect?
3. How is the current performance **relative** to its optimum?
 - If it's far enough from the optimum that it is (or should be) a constant point of concern for management and stakeholders, rate it as "**far**."
 - If it's near the optimum enough that it's not an issue (it's good enough), rate it as "**near**."
 - If it's neither near nor far, rate it as "**midway**."

Aspect	Meaning	Rating
Throughput	The amount of usable product/solution delivered by the system in short spans of time	
Outcomes	The system's achievement of valuable customer and business outcomes – solving problems, addressing needs, achieving goals, seizing opportunities – both big and small	
Timeliness	The system's delivery of outcome-producing results when they're still valuable enough	
Adaptability	The ease and speed at which <i>both the system and its product</i> adapt to important changes (whether due to internal choice or to external conditions, and whether adaptations are net positive or not)	
Consistency	The system's continued achievement of its throughput, outcomes, timeliness, and adaptability (naturally, it varies; the lower the range of variation, the higher the consistency)	
Cost-efficiency	The efficiency of achieving the system's current throughput, outcomes, timeliness, adaptability, and consistency for the money spent	

Convert each rating to a numeric value as follows: far = 1, midway = 2, near = 3.

Sum up the numbers to produce the **raw fitness score**, which should be between 6 and 18.

Map the raw score to the **fitness level** as follows:

Level 1	Level 2	Level 3	Level 4	Level 5
6-8	9-11	12-13	14-16	17-18