

- 1 Name the person accountable for each function
- 2 Ask the four questions at the bottom of the page re: whose name(s) you listed for each function
- 3 List Key Performance Indicators (KPIs) for each function
- 4 Take your Profit and Loss (P/L), Balance Sheet (B/S), and Cash Flow accounting statements and assign a person to each line item, then derive appropriate Results/Outcomes for each function

Functions	1	3 Person Accountable	4 Leading Indicators (Key Performance Indicators)	4 Results/Outcomes (P/L or B/S Items)
Head of Company				
Marketing				
R&D/Innovation				
Sales				
Operations				
Treasury				
Controller				
Information Technology				
Human Resources				
Talent Development/Learning				
Customer Advocacy				
Heads of Business Units				
• _____				
• _____				
• _____				
• _____				

2 Identify: 1. More than 1 Person in a Seat; 2. Person in more than 1 seat; 3. Empty seats; 4. Enthusiastically Rehire?