
Questions for Business Growth

FUNDAMENTAL STRUCTURES

How is your business currently organized and how will it evolve?

I. How is your company organized today? Draw a current organizational chart:

2. How is this organizational structure likely to change as you grow?

3. Do you have any concerns about adapting to these changes? If so, what are your top concerns?

4. Do you regularly assess your organizational structure to ensure that it will help you to achieve your business vision? If so, how do you do this?

5. Does your current organization chart have well-defined functions/roles? Please comment.

6. What is your current geographical/industrial/sector reach?

7. Have you built an organizational chart for the future that shows you what your company will look like when you are three or four times larger than you are today? If so, how does it differ from your existing organizational chart?

8. What new positions and skill-sets will be required to maintain customer value and maximize your profits as you grow?

9. How will your facilities be affected by growth (i.e. technologies, infrastructure, etc.)?

10. What technologies will be required to support your growth? What is your purchasing timeline for such tools?

11. How must your geographical/industrial/sector reach evolve to address changing conditions and growth in the future?

12. Do you have a transition plan in place so that you will effectively respond to such change? If so, please describe it here:
