

KEYS TO BETTER FAMILY BUSINESS DECISION MAKING

WORKSHEET

A. AWARENESS

Is there a tension, conflict or discomfort that you are noticing when working with others in your family business? Can you identify it? How does it make you feel? How does it make you want to react?



C. CLARITY

Breakdown and detail your perspective of the issue you have identified above. Exactly what happens, when, and why?



A. ALIGNMENT

Identify where your perspective agrees or disagrees with that of others.

Agree

Disagree



A. ACTION

Based on your perspective and that of others, what action, if any, would be helpful to move ahead?



R. RESULTS

What is the outcome or results you are hoping for? Describe it in detail.

