

# Identifying and Growing Your Agility Capability Value

The purpose of this worksheet is to guide you through a four step process culminating in a draft of your *Agility Capability Value Statement*. Ideally, engage your colleagues and team members in this process to achieve shared ownership and engagement. Clear and consistent agreement on this statement will enable your team to maximize value and minimize risk as you practice *Radical Collaboration* and *Ruthless Prioritization*.

## Step One: Identify Your Internal and External Stakeholders and Customers

On the map below circle or list your internal and external stakeholders and customers in the most relevant areas. Be as specific as possible and feel free to add your own categories.

### Who Are My Stakeholders?

Anyone who is affected by the processes or outcomes of your products, services and business practices.



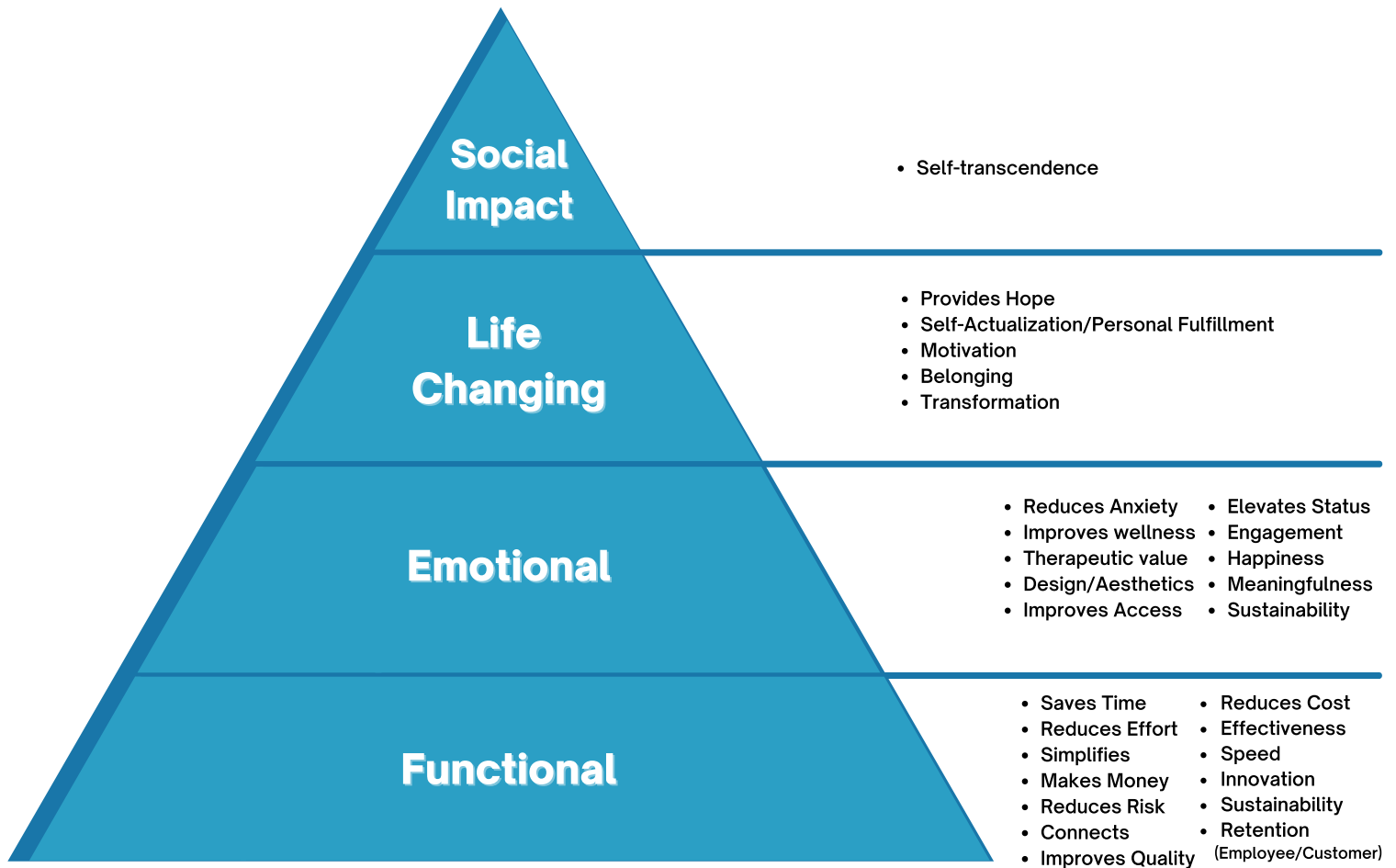
## Who Are My Customers?

Anyone who receives or purchases your products, services and business practices.



## Step Two:

*Identify the Elements of Value that are most important to your stakeholders and customers.*



### ***Step Three: Focus Your Leadership Agility Capability Value***

*Reflect on and answer the questions below to inform and focus your Leadership Agility Capability Statement:*

Who are my primary stakeholders/customers?

Which elements of value are most important to my stakeholders and customers?

Which elements of value are within my span of control and/or influence?

Which elements of value align with what I and my team are most passionate about?

Which will be a stretch and hold the greatest potential for new learning and growth?  
[Note: Revisit your ASI-L results for a reminder of your areas of greatest opportunity]



### Step Four: Craft Your Leadership Agility Capability Value Statement

Use the template below to craft your *Leadership Agility Capability Value Statement*. **NOTE:** You may find it easier to draft separate statements for your top stakeholders and customers.

My primary customer/stakeholder, \_\_\_\_\_,  
(primary customer/stakeholder)

values \_\_\_\_\_. For me to  
(Element of Value)

deliver this value to my stakeholder/customer I need to continuously improve my agility capability,  
starting with \_\_\_\_\_.  
(Agility Shift dynamic that is your area of greatest opportunity)

### Optional Step Five: Take it to Your Team: Craft Your Team Agility Capability Value Statement

Our primary customer/stakeholder, \_\_\_\_\_,  
(primary customer/stakeholder)

values \_\_\_\_\_. For us to  
(Element of Value)

deliver this value to our customer/stakeholder we need to continuously improve our agility capability,  
starting with \_\_\_\_\_.  
(Agility Shift dynamic that is your area of greatest opportunity)

