

12 characteristics of top-performing businesses.

Workbook to analyse your business.



The 12 Characteristics ¹		How your business ranks					Notes
Does your business exhibit the following characteristics?		1 (low)	2	3	4	5 (high)	Any comments? Observations?
1	Deep and ingrained culture of excellence						
2	Totally commitment						
3	Ultra-competitive						
4	Incredibly brave						
5	Creative						
6	Extraordinary products, easily the best						
7	Highest level of service / professionalism						
8	Respectful relationships						
9	Experiences created everywhere						
10	Constantly evolving						
11	Delivery focused, execution emphasis						
12	Curiosity						

¹ Kearney Group. <https://kearneygroup.com.au/article/unleashing-greatness-the-characteristics-top-performing-businesses>
Based on Griffiths, Andrew. 12 Characteristics of Top Performing Businesses [Page 1](#), [Page 2](#)

Any other characteristics you think matter to your business?

Other characteristics		How your business ranks					Notes
Does your business exhibit the following characteristics?		1 (low)	2	3	4	5 (high)	Any comments?
1							
2							
3							
4							
5							

Want some support or guidance for your business or leadership team?

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