



Impact Map

By answering the questions on this chart – you can begin to draw a line of sight from tasks and activities to the business goals. Tip: it is best to work right-to-left when answering the questions (start with goals first).

Capabilities & Key Activities	Critical Actions	Key Results	Business Goals & Desired Outcomes
<p>What capabilities or skills do our teams need to produce the critical actions and results?</p>	<p>What 3 -5 things must your teams do well?</p> <p>Why do these actions produce results?</p>	<p>What outcomes must your teams produce?</p> <p>Why are they important to your goals?</p> <p>How do they deliver results?</p>	<p>What 2-3 goals are really important?</p> <p>What is the time frame?</p> <p>What would achieving them be worth?</p>