

Miller Center: SE Assessment Tool (example)



	Key Success Indicators	Status (√ appropriate stage)				Next Steps	
		In process	Appropriate for early-stage company	Appropriate for mid-late stage company	Complete / Fully Operational	Priority Item (√ up to 5)	Strategic Initiative (list at least one for all priority items)
Scalable Operations	Operational Plans with the ability to compare targets to results on prioritized metrics (e.g., KPIs) and understanding of activity/process vs. outcome metrics			X			
	Clear understanding of Risks to the business with attendant mitigation strategies	X					
	Defined method for customer-centered new Product, program and/or service Development			X			
	<i>Process Manuals for quality control and repeatability</i>	X				X	Document all processes for production, inventory management, marketing, and sales in order to train new hires when expansion begins.
	Systematic Processes for reviewing results and acting upon any shortfalls or opportunities	X					

- Self assessment tool completed by entrepreneur
- Highlights strengths and areas for improvement
- Suggests priorities for mentor-SE engagement