

WORKSHEET: DISCOVER YOUR VALUE

WHAT DO I DO TODAY THAT IS MOST VALUABLE?

| WHAI DO I DO TODAY THAI IS MOST VALUABLE: |
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| Write down your first answer and then ask yourself "why" 5 times (or more) until you get to the root of why what |
| you do is valuable to your stakeholders and your organization. |
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| How do my stakeholders perceive my value? |
| HOW DO MI STAKEHOLDERS FERCEIVE MI VALUE: |
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| UNDERSTANDING THE GAP |
| How big is the difference between your two perceptions? |
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