

What it is

To assist groups in making decisions from among a number of options

What it can do

This tool can assist you to:

- Help a group rank and order a number of options
- Help align a group around the most fruitful option for moving ahead

When to use it

- With any team, after options have been clarified and discussed

How it works

Step 1 List all the options under consideration.

Step 2 Rank each option as to its potential positive impact on mission critical results on a 1-5 scale (1 = low, 5 = high)

Step 3 Rank each option according to the effort/resources required on a 1-5 scale (5 = low, 1 = high)

Step 4 Rank each option as to team members' actual juice for doing it on a 1-5 scale (1 = low, 5 = high)

Step 5 Add up the total score for each option.

Additional considerations

- Use these rankings to help determine key investment areas.
- While the decision would never be as simple as choosing the highest total score, these rankings can be helpful in clarifying the options.
- Something with high impact and low resources is usually a good bet.
- While the "juice" factor may not be the highest determinant, one should be cautious in choosing options which require a lot of investment but have little or no juice among those who have to implement.

Higher total scores are one useful indicator of priority choices.