

*** *Goals Day Questions* ***

1. Describe your dreams for your company's name.
2. What three new marketing approaches (i.e. the Internet, catalogs etc.) could we develop in the next three years?
3. What goals would you like to take part in for 20xx-20xx?
4. What would you say are our top three areas of concern that we as a team need to discuss?
5. How do you feel we can improve our communication among each other?
6. Is there a lack of clarity in terms of who is responsible for what? If so, please explain.
7. Please list areas at (your company) that we need to get better at.
8. What are our weaknesses that our competitors can benefit from unless they are handled?
9. In what ways, do you feel you can improve?
10. What can we do as a team to increase productivity?
11. How can we improve our customer service?
12. What can management do to better their leadership skills?
13. What are the top five areas your company can improve?
14. What key role do you see yourself playing in the next five years as the company grows and expands?
15. What procedures need to be created and/or better defined?
16. What are new marketing tools we can utilize - new ways of getting better?
17. What training do we need to do better?

18. How can we keep motivation high among team members?
19. How do you feel we can improve our confidence in each other as a team?
20. What are three areas you would like to get better at?
21. What motivates you?
22. What are three areas you wish to improve on to enhance your skills and contributions to the company?
23. What would you say are the major strengths of your company?
24. What would you say are your key target market areas?
25. How can we better use computer and other technology to benefit us?
26. What is the next step of success for your company?
27. How can we build a more personal relationship with our customers?
28. What are your long-term career goals?
29. How would you rate teamwork and harmony in the past year? Please explain.
30. Are there areas of personal organization you would like to become better at? Please explain.
31. What would you perceive as our top 3 computer goals?
32. What obstacles tend to get in your way of getting your goals accomplished? How could you best deal with these obstacles?
33. What are key actions we need to take to continually increase our market share?
34. How can we improve our recruiting and developing abilities?
35. What skills and abilities do you most appreciate in a leader?
36. How do you benefit, both personally and career wise, when company goals are accomplished? What's in it for **you**? How will **you** gain?

37. What are your top 3 personal goals? Please outline what you would like to see here and how it will benefit you.
38. What selling skills do you want to get better at?
39. What systems do we need to implement to allow ourselves to automatically accomplish our goals?
40. Have you seen improvements in management giving recognition for a job well done? If so, where?
41. If you could give yourself extra time to serve the customers and solve their problems or meet their needs what would you do with that time? What would we say holds us back from doing the above?
42. Are there any old issues, from our original goals set last year, that needs to be re-addressed?
43. In what way can we improve our communication throughout the organization?

Please fill this out in preparation for our *Goals Day*

1. What would you say are our top three areas of concern that we as a team need to discuss?
 - a.
 - b.
 - c.
2. How can we improve communication among each other?

3. What would you suggest should be our top 5 goals for 20xx?
 - a.
 - b.
 - c.
 - d.
 - e.
4. Describe the (Company's name) of your dreams.
5. What can management do to better their leadership skills?
6. What goals would you like to take part in for 20xx – 20xx?
7. What key role do you see yourself playing in the next five years as the company grows and expands?
8. What training do we need to get better at?

9. How can we improve our productivity?

10. What are three areas you wish to improve on to enhance your skills and contributions to the company?

a.

b.

c.

11. What are your long-term career goals?

12. How would you rate teamwork and harmony in the past year? Please explain.

13. Are there areas of personal organization you would like to become better at? Please explain.

14. How do you benefit, both personally and career wise, when company goals are accomplished? How do you gain when you take on more responsibility? How do you gain?