

Assessing your management ability

Read the statements below and rate your management skills based on the following criteria:

1. Always demonstrating
2. Mostly demonstrating
3. Sometimes demonstrating
4. Rarely demonstrating
5. Never demonstrating

Analyzing your results

Mostly 1 and 2: You have strong management abilities – keep up the good work!

Mostly 3: You're on the right track, but there are some management areas to develop.

Mostly 4 and 5: Your management skills need work, but there's always room for improvement.

Management area	Skillset	Rating (1-5)
Planning	I've set achievable business, family and planning goals.	
	I've developed and executed a strategic, comprehensive business plan (in writing).	
	I have an actionable transition plan (in writing).	
Managing people (if applicable)	I delegate tasks, provide constructive feedback and develop HR plans.	
Communication	I work with my advisory team and lender.	
	I maintain committed partnerships with family, peers, retailers and creditors.	
Decision-making	I know my operation's cost of production.	
	I know my operation's break-even and margins.	
	I manage operational costs.	
	My operation exceeds industry production benchmarks.	

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Management area	Skillset	Rating (1-5)
Agility	I've developed and can execute a risk management plan.	
	I live within my budget.	
Organization	I maintain financial records and update them at least quarterly.	
Industry knowledge	I have at least four years of industry experience.	
	I attend educational seminars and courses.	
Attitude	I demonstrate pride in ownership.	
	I demonstrate a proactive attitude.	

