

Survey	Focus	Year __	Year __	Year ____	Year ____

Alternating surveys strategy worksheet

Legend	Meaning
^	All jobs
⋈	Key jobs
①	Key skills
•	Process & performance benchmarks
⊕	Benchmark / Background dataset
⊙	Sales plan
⊞	Equity plan
◆	We are participant

For insight on the how-why-and-details contact us at:
650.302.8693.