

Strategy Tool #13

Positive and Negative Variance Evaluation

Instructions / Points of Reference

1. List Key Products or Markets across the top – filling in Revenue, Cost and Profit (*this example only has Revenue*)
2. Work through Possible Causes, Rootcause and Corrective/Capitalizing action to come up with best action plans to fix / fast-track performance
 - Contact me (timlewko@thinkingdimensions.ca) if you want to discuss further.

Revenue Should Vs Actual		P1	P2	P3	P4	P5
	• Should	3700	8698	3610	6940	7790
WHY and WHAT NOW	• Actual	4000	7812	5000	7000	6000
	• Gap: + or -	-6%	-11%	28%	1%	-30%
	• Top 3 Possible Causes of + and – Gaps					
	• Confirmed or Most Likely Cause of + or - Gap					
	• Corrective or Adaptive Action to Remove Cause					