

Are You Ready for ROI?

Check the most appropriate level of agreement for each statement; then total your score.
Compare your score to the rubric on the next page.

1 = Strongly Disagree; 5 = Strongly Agree

	1	2	3	4	5
1. My organization is considered a large organization with a wide variety of programs.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. We have a large budget that attracts the interest of senior management.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Our organization has a culture of measurement and is focused on establishing a variety of measures in all functions and departments.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. My organization is undergoing significant change.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. There is pressure from senior management to measure results of our programs.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. My function currently has a very low investment in measurement and evaluation.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. My organization has experienced more than one program disaster in the past.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. My department has a new leader.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. My team would like to be the leaders in our field.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. The image of our department is less than satisfactory.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. My clients are demanding that our processes show bottomline results.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. My function competes with other functions within our organization for resources.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. There is increased focus on linking our process to the strategic direction of the organization.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14. My function is a key player in change initiatives currently taking place in the organization.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. Our overall budget is growing, and we are required to prove the bottomline value of our processes.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Scoring

If you scored:

- | | |
|-------|--|
| 15–30 | You are not yet a candidate for ROI. |
| 31–45 | You are not a strong candidate for ROI; however, it is time to start pursuing some type of measurement process. |
| 46–60 | You are a candidate for building skills to implement the ROI process. At this point, there is no real pressure to show the ROI, which is the ideal opportunity to perfect the process within the organization. |
| 61–75 | You should already be implementing a comprehensive measurement and evaluation process, including ROI. |