

Enable Growth Associates - Growth Score Calculator

To assist with determining whether your business currently exhibits little or high growth potential - Select a score for each column.

Scores	Internal Capabilities	Ambition for Growth	Opportunities available for Growth	Capacity for future Growth
Low - 1	Management team has little or no experience in leading and managing growth, also may benefit from formal business leadership training - lower confidence in managing high growth.	Possibly what could be termed a lifestyle business happy with the business as is, with little drive or ambition to strive for growth -	Few opportunities immediately available for growth with little evidence of possibilities for growth - competing in a saturated market - or with aged products/services with little or no investment in innovation.	No capacity or resources available to focus on growth - no physical space, no capacity with systems, no cash flow to support and/or no available human resource.
Medium - 2	Some or limited experience directly leading on growth. Some higher level skills/abilities across the management team with mixed skills across the workforce.	Some ambition to grow the business, may be unsure about risks - bringing in additional resources, but demonstrating some commitment to striving to achieve additional growth.	One or two potential opportunities for immediate or future growth, either new market opportunities or from ongoing developments internally or a new product/service offering.	Some capacity within the business to accommodate additional growth, potential space or other assets able to support expansion. Possibility of current internal resources to accommodate including; systems, finances, skills..
High - 3	Skilled leadership and/or workforce, with prior or proven experience of implementing business growth. Demonstrable leadership confidence in delivering and achieving growth.	Ambitious and actively looking for growth opportunities - keen to explore wider opportunities and developing growth plans.	Numerous immediate growth opportunities - Including new market opportunities and /or new products. Demonstrable investment in innovation with multiple developments and potential new to market products/services.	Finances to cashflow additional growth, with considerable resources and skills to be able to absorb any capacity challenges.

Total Score

Scores	Advisory Score Ratings
4 - 6	Low Growth Potential
6 - 8	low-Medium Growth Potential
8 - 10	High Growth potential
10 - 12	High Growth

To work on transforming your business into high growth - contact Enable Growth Associates to help you identify your priority areas of focus.

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