## The AACE Strategy Checklist

AMBITION	Have we got the right north star?	/5
Vision	Is the long-term vision still applicable?	
Goals	Are our goals consistent with the long-term vision?	
Measures	Are there measures to support the goals?	
ANALYSIS	Are we using the right information?	
Evidence	Have we used the right data and evidence?	
Trends	Does the strategy fit with trends and forecasts?	
Competitive	Does it give us competitive advantage?	
Human perspectives	Did the right people input to it?	
Unbiased	Would a 3 <sup>rd</sup> party come to the same conclusions?	
CHOICES	Will our choices get us to the goals?	
Strengths	Do the initiatives build on our strengths?	
Coherence	Are the choices coherent around a central narrative?	
Risk	Have we honestly factored in risk and uncertainty?	
Stops & Starts	Are we going to stop doing things, as well as add things?	
Target market	Does the strategy create value for our #1 target?	
Priorities	Have we ruthlessly prioritise key actions and changes?	
EXECUTION	Will our strategy drive real action and change?	
Simple	Is the strategy simple enough to visualize on one page?	
Meaningful	Will the wider team buy in and see what's in for them?	
Achievable	Have we got a plan to remove obstacles?	
Flexible	How flexible is the strategy in the face of change and uncertainty?	
Detailed	Have we worked with our people to create plans and initiatives to deliver the strategy?	
Trackable	Can we use real time data to track our progress on the strategy and initiatives?	