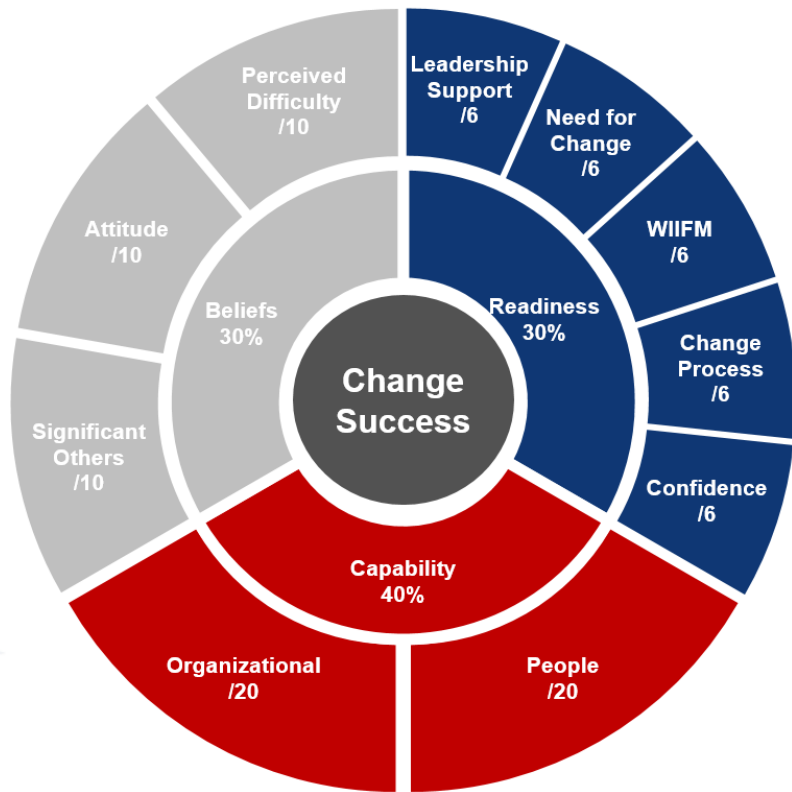


# Change Success Model

FOCUS: \_\_\_\_\_



	Factors	Now	Where	Gap	Strategy
<b>READINESS</b> 30%	Leadership Support	/6	6		
	Need for Change	/6	6		
	WIIFM	/6	6		
	Change Process	/6	6		
	Confidence	/6	6		
	<b>TOTAL</b>	<b>/30</b>	<b>30</b>		
<b>CAPABILITY</b> 40%	People	/20	20		
	Organizational	/20	20		
	<b>TOTAL</b>	<b>/40</b>	<b>40</b>		
<b>BELIEFS</b> 30%	Significant Others	/10	10		
	Attitude	/10	10		
	Perceived Difficulty	/10	10		
	<b>TOTAL</b>	<b>/30</b>	<b>30</b>		
	<b>OVERALL</b>	<b>/100</b>	<b>100</b>		