**Current Scope – Part II Worksheet**

***Instructions:*** Read and complete the following steps.

1. After identifying your organization's potential new scope, return to the Product and Service Inventory Worksheet.
2. Copy the list of products and services listed under Column 1 of the Product and Service Inventory Worksheet to the Existing Products/Services column on the following pages.
3. Make sure the products and services listed are exactly those included in your inventory.
4. Apply the following list of status descriptors to each product or service listed[[1]](#footnote-1).

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| **The product or service …** | **The level of resources…** |
| **0 ... is being dissolved.** | ... has been discontinued. Financial and human resources are no longer allocated to this product or service. |
| **1 ... is being reduced.**  | …has been reduced. Financial and human resources are allocated to this product or service at reduced levels. |
| **2 ... continues to receive adequate level of resources.** | ... is holding steady. The financial and human resources allocated to this product or service have remained consistent over time. |
| **3 ... is assigned a high level of importance, and additional resources to be more competitive.** | ... has been augmented. The financial and human resources allocated to this product or service have been increased to make it more competitive. |

1. Use the column on the far right to rank the products and services according to the level of financial and human resources allocated.
2. Prepare a brief statement describing the findings from this analysis. Be sure to indicate which of the products and/or services currently offered by your organization will be discontinued.

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| **Existing Products** | **Status Descriptor** | **Rank** |
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| **Existing Services** | **Status Descriptor** | **Rank** |
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1. Adapted from Arnoldo C. Hax and Nicolas Majluf, *The Strategy Concept and Process: A Pragmatic Approach*, (Upper Saddle River, NJ: Prentice Hall, 1991). [↑](#footnote-ref-1)