

THE VALUE DETECTOR

Worksheet Example: Retail Sales Clerk



Date

See *The Value Detector: How to Use This Tool* for guidance. Use this worksheet to develop a Value-Added Output. Include notes that reveal your thought process for each Value-Added Output element. Use one worksheet for each Value-Added Output.

At any given time, you shouldn't have more than three Value-Added Outputs.

The Value-Added Output

Something you produce—a service, physical product, event, document, or other countable output—that is proven to influence Relevant Business Results.

<p>Value-Added Output (Countable Noun)</p>	<p>Relevant Business Result(s)</p> <ul style="list-style-type: none"> • • •
<p>Clarifying Criteria</p> <ul style="list-style-type: none"> • • • <p><i>Notes</i></p>	<p>Trend Metrics</p> <ul style="list-style-type: none"> • • • <p><i>Notes</i></p>