

CHANGE SUCCESS MODEL

FOCUS: _____



Factors		Now	Where	Gap	Strategy
READINESS 30%	Leadership Support		6		
	Need for Change		6		
	What's in it for me		6		
	Change Process		6		
	Confidence		6		
	Total		30		
CAPABILITY 40%	People		20		
	Organisational		20		
	Total		40		
BELIEFS 30%	Significant Others		10		
	Attitude		10		
	Perceived Difficulty		10		
Total			30		
OVERALL			100		