

## The Blue Sheet (Original)

Strategic Selling - Strategic Analysis									
<b>Client:</b> _____ <b>Product/Service:</b> _____ <b>Market Segment:</b> _____ <b>Geography:</b> _____			<b>Company:</b> _____ <b>Business Description:</b> _____ <b>Market Position:</b> _____ <b>Competitive Advantage:</b> _____				<b>Key Challenges:</b> _____ <b>Opportunities:</b> _____ <b>Strategic Objectives:</b> _____		
<b>Current Situation:</b> _____ <b>SWOT Analysis:</b> _____ <b>Strengths:</b> _____ <b>Weaknesses:</b> _____ <b>Opportunities:</b> _____ <b>Threats:</b> _____			<b>Strategic Analysis:</b> _____ <b>Market Research:</b> _____ <b>Competitive Analysis:</b> _____ <b>SWOT Analysis:</b> _____				<b>Strategic Recommendations:</b> _____ <b>Implementation Plan:</b> _____ <b>Monitoring &amp; Evaluation:</b> _____		
<b>Strategic Objectives:</b> _____ <b>Key Performance Indicators (KPIs):</b> _____ <b>Timeline:</b> _____			<b>Strategic Initiatives:</b> _____ <b>Resource Allocation:</b> _____ <b>Risk Assessment:</b> _____				<b>Strategic Outcomes:</b> _____ <b>Conclusion:</b> _____		
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