

The Seven Parallels

This process is designed both to align your own levels and to examine the alignment, or lack of it between yourself and a group to which you belong. The model was originally designed for entrepreneurs, and the group to which they needed to align was their business. But the model can be used to look at the alignment between yourself and any group: your family, a sports team, a church...

The worksheet is at the end of this document.

Parallel One – Assets

We begin with a basic inventory of key asset types that you possess. Consider them, then rate your level of satisfaction between 10 (Fantastic!) and 1 (Very poor).

Physical – This is about your physical health.

Human – It is perhaps a little strange to talk about ‘human assets’, but just as physical health is an asset, so are good relationships with other people: family, friends, colleagues.

Intellectual – This is about your knowledge, wisdom and mental sharpness. Rate yourself not just for where you currently are, but what you are doing to keep growing these (by doing things like coming on this course).

Financial – What shape are you in, financially, right now? Have you enough to feed and support yourself and your dependents? Do you have any savings or access to credit?

Now do the same for the group.

Physical – For a business this is about premises and machinery. For a family this is about their material circumstances and health. For a sports team it's about facilities and health; for a church, the physical state of the building.

Human – This is essentially about the relationships within the group. Are people supportive and affectionate or cold and competitive (with each other)?

Financial – How well off is the group financially?

Intellectual – Does the group have and share knowledge about and around its purpose? Does it even know what its purpose is?

Parallel Two – Goals

Make a list of your personal goals. Begin with major ones, like 'Start a business'. Then break these down into small 'sub-goals', tasks you need to complete in order to make the big goals a reality (remember presupposition 5). Then plan *when* you are going to carry out which tasks.

Take your three main goals, and the dates by which you intend to meet them, and write them in on the Worksheet which follows. Now, do the same for your group.

Parallel Three – Capabilities

There are essentially four capabilities for starting a successful business: leadership, operations, finance and sales. These can be mapped across to skills we all possess as individuals:

- general motivation and decisiveness (= ‘self-starting’)
- practical ‘getting-things done’ skills
- ‘protective’ skills, like self-discipline and street-smartness, that enable you to keep yourself and your loved ones from physical, mental and emotional harm.
- interpersonal skills, for creating, building and maintaining relationships.

So, rate your skill levels between 1 and 10 for *each* of these four categories, then do the same for your group.

You can choose to practice a refinement of this section: make *two* ratings, the first the level of this skill that you and your business need, then the second the level that you are at already. Where are the big gaps? What are you going to do about the gaps?

THINK LIKE AN ENTREPRENEUR

	YOU	GROUP
Mission		
Identity	<p>Top Identity Statements in order:</p> <p>1</p> <p>2</p> <p>3</p> <p>Metaphor:</p>	<p>Positioning Statement:</p> <p>Metaphor:</p>
Values	<p>Three Top Values in order:</p> <p>1</p> <p>2</p> <p>3</p>	<p>Three Top Values in order:</p> <p>1</p> <p>2</p> <p>3</p>
Desires	I want:	The group needs:
<p>Skills</p> <p><i>Grade yourself</i></p>	<p>Self-starting 1_____10</p> <p>Practical 1_____10</p> <p>Protective 1_____10</p> <p>Interpersonal 1_____10</p>	<p>Leadership 1_____10</p> <p>Practical 1_____10</p> <p>Protective 1_____10</p> <p>Interpersonal 1_____10</p>

**THINK
LIKE AN
ENTREPRENEUR**

THINK LIKE AN ENTREPRENEUR

<p>Goals</p>	<p>Goal 1:</p> <p><i>Date</i></p> <p>Goal 2:</p> <p><i>Date</i></p> <p>Goal 3:</p> <p><i>Date</i></p>	<p>Goal 1:</p> <p><i>Date</i></p> <p>Goal 2:</p> <p><i>Date</i></p> <p>Goal 3:</p> <p><i>Date</i></p>
<p>Assets</p> <p><i>Grade yourself</i></p>	<p>Physical 1_____10</p> <p>Human 1_____10</p> <p>Financial 1_____10</p> <p>Intellectual 1_____10</p>	<p>Physical 1_____10</p> <p>Human 1_____10</p> <p>Financial 1_____10</p> <p>Intellectual 1_____10</p>