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| 2. Which of the following are the greatest barriers for your company in using consultants? | |
| Identifying the consultant we need with the right expertise | <input type="checkbox"/> |
| Lack of information concerning consultant qualifications | <input type="checkbox"/> |
| Lack of consultant objectivity | <input type="checkbox"/> |
| Difficulty paying for consultants | <input type="checkbox"/> |
| Difficulty defining what our needs are | <input type="checkbox"/> |
| Difficulty negotiating agreements with consultants | <input type="checkbox"/> |
| Ability to manage consultants effectively | <input type="checkbox"/> |
| Ability to complete improvements - once the consultant leaves | <input type="checkbox"/> |
| Other (please describe) | <input type="checkbox"/> |

D. COMPANY EXPERIENCE WITH CONSULTANTS

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|---|-------------|--|
| 6. How do you propose your company will measure the success of this project? (Please limit response to space provided.) | | |
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| 7. What return investment do you expect from this improvement project? <i>Example: We expect a 2:1 return on investment (\$2 in benefits for every \$1 investment) in this project.</i> | | |
| 8. In addition to the dollars invested in this project, what additional investments (if any) does your company anticipate making with this project and/or as a result of this project? | | |
| Investment | Description | Estimated Amount |
| Plant or Equipment | | |
| Employee Skills - Workforce | | |
| Information Systems - Software | | |
| Other Area | | |
| 9. As part of your project, will you need assistance in making the best investment(s) for your company and/or in saving money on these investments? | | <input type="checkbox"/> Yes <input type="checkbox"/> No |