

Profitability

1. What is your company's 5-year trend in profitability?

a. How does this compare to the industry average?

b. How

does it compare to your competitors?

2. What are the trends in prices and margins for your product?

d. Flexibility and adaptability

2. What are the leadership and motivational qualities of your CEO?

3. Are there managers experienced in managing acquisitions, mergers, joint ventures, or any form of strategic alliance?

4. Do your managers have international business experience?

5. What kind of attention do you pay to training and development for your staff?

6. Consider employee morale and commitment to the company? What incentives do they have?

7. How skilled is your work force?

8. What is the age of the work force in relation to that of management?

Human Resources

1. Rate current management on the following issues:

a. Leadership

b. Ability to motivate others

c. Ability to coordinate departments, divisions or functions
