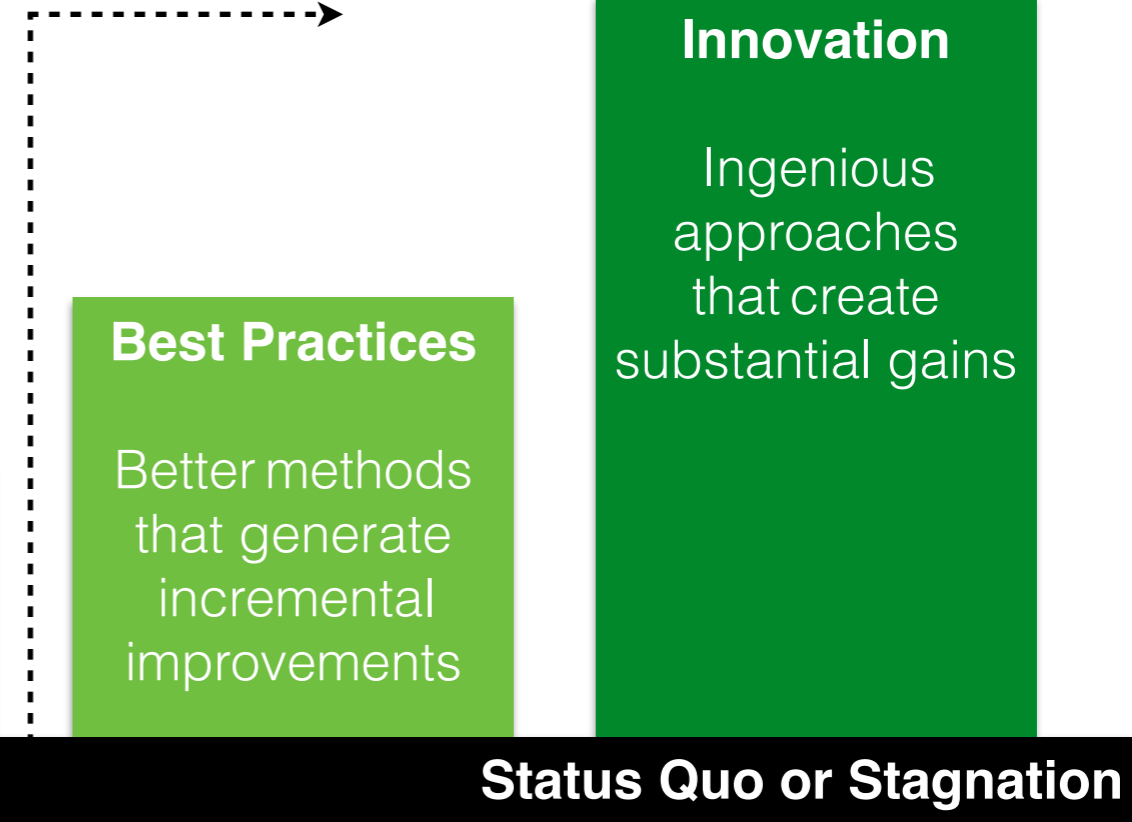


Improvement

Evolution



Mutual Value, Effort, and Simplicity



**Innovation**

Ingenious approaches that create substantial gains

**Best Practices**

Better methods that generate incremental improvements

**Sustained Practices**

Common methods that maintain the status quo or contribute to stagnation

**Status Quo or Stagnation**

**Repetitive Practices**

Inefficient routines that are often the way things have always been done

Decline

Relapse

# The Business Practices Spectrum

Work left to right until two or more of the suggested criteria are true.

<b>High labor intensity?</b>	<b>Moderate labor intensity?</b>	<b>Modest labor intensity?</b>	<b>Low labor intensity?</b>
<b>Done inconsistently?</b>	<b>Done occasionally?</b>	<b>Done consistently?</b>	<b>Easily sustainable?</b>
<b>Copycat?</b>	<b>Common?</b>	<b>Different?</b>	<b>Unique?</b>
<b>Inconsistent results?</b>	<b>Fair results?</b>	<b>Good results?</b>	<b>Positive results?</b>
<b>Learned over time?</b>	<b>Learned with some effort?</b>	<b>Learned quickly?</b>	<b>Mastered quickly?</b>
<b>No ROI?</b>	<b>Low ROI?</b>	<b>Modest ROI?</b>	<b>High ROI?</b>
<b>REPETITIVE PRACTICE</b>	<b>SUSTAINED PRACTICE</b>	<b>BEST PRACTICE</b>	<b>INNOVATIVE PRACTICE</b>