Chapter	3
Activity name	Ownership roles – Roles the roles owners
Version	1.0
Activity Objective	This activity will help you understand the roles held by you (and owners) in the business. This is to raise awareness of the roles and the different acumen required to execute them.

Activity Instructions

This sheet provides a way for you to record what roles the owners do. Put and owners name in the first column and then put all the roles they perform in the second column. If they execute a number of technician roles write it as technician-sales, technician-delivery.

Activity Hints

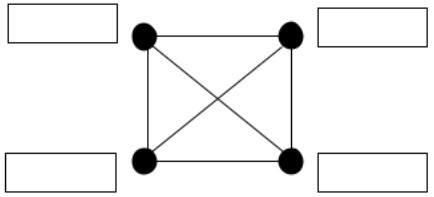
- This resource assumes there are no more than 4 owners and 4 organisation leaders. Simply add where required.
- A generic set of operational teams has been presented. The intention is to understand the operational roles being done by an owner.

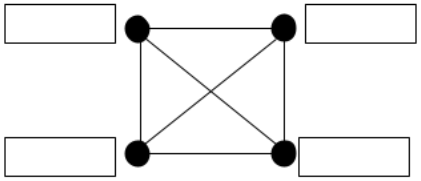
Role	Description
Owner	A person who has the decision rights for capital and vision: the vision custodian
Director	A person with legal responsibilities of the business so it can maintain a licence to operate
Organisation leader	A person responsible for the formation and implementation of strategy, healthy culture and the systemisation of the business
Team leader	A person who leads an effective team to deliver defined accountabilities
Team member or Technician	A team member who works on the team in a specific role

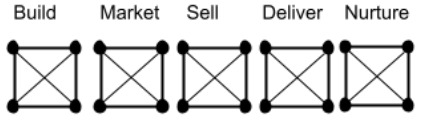


Chapter	3
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Ownership	Organisation Leadership	Operations
• Vision • Capital	• Strategy formation & implementation • Healthy Culture • Systemisation	Engage the customer: • Build offering • Market • Sell • Deliver • Nurture







Name	Roles	Ownership %

Role Legend
1. Owner 2. Director 3. Organisation Leader 4. Team Leader 5. Technician

