

Eight Dimensions Tool

The tool uses eight dimensions to assess opportunities:

1. Benefit - expected value from implementing the opportunity
2. Cost-of-not-doing: undesirable consequences if the option is not implemented
3. Ease - how easy it will be to implement the opportunity
4. Motivation - enthusiasm for implementing the opportunity
5. Cost - resources (other than time) needed to implement the opportunity
6. Risk - likelihood of undesirable consequences as a result of implementing the opportunity
7. Time - length of time needed to implement the option.
8. Term - length of time between implementing the opportunity and seeing the benefit

Two versions of the Eight Dimensions Tool are given - the Bar Graph Version and the Pin Wheel Version. The Bar Graph Version is good for quickly assessing whether one opportunity is a 'better' choice than other opportunities. The Pin Wheel Version is good for comparing opportunities and assessing how the chosen opportunity will need to be managed to ensure successful implementation. Worksheets for use with each version are also provided.

When using the Eight Dimensions Tool in groups be careful not to fall into the trap of using 'average' scores to come to a rapid 'group decision'. The thinking, insights and shared understanding stimulated by discussing broadly differing scores can be very powerful.

The steps to follow in using the Bar Graph Version of the Eight Dimensions Tool

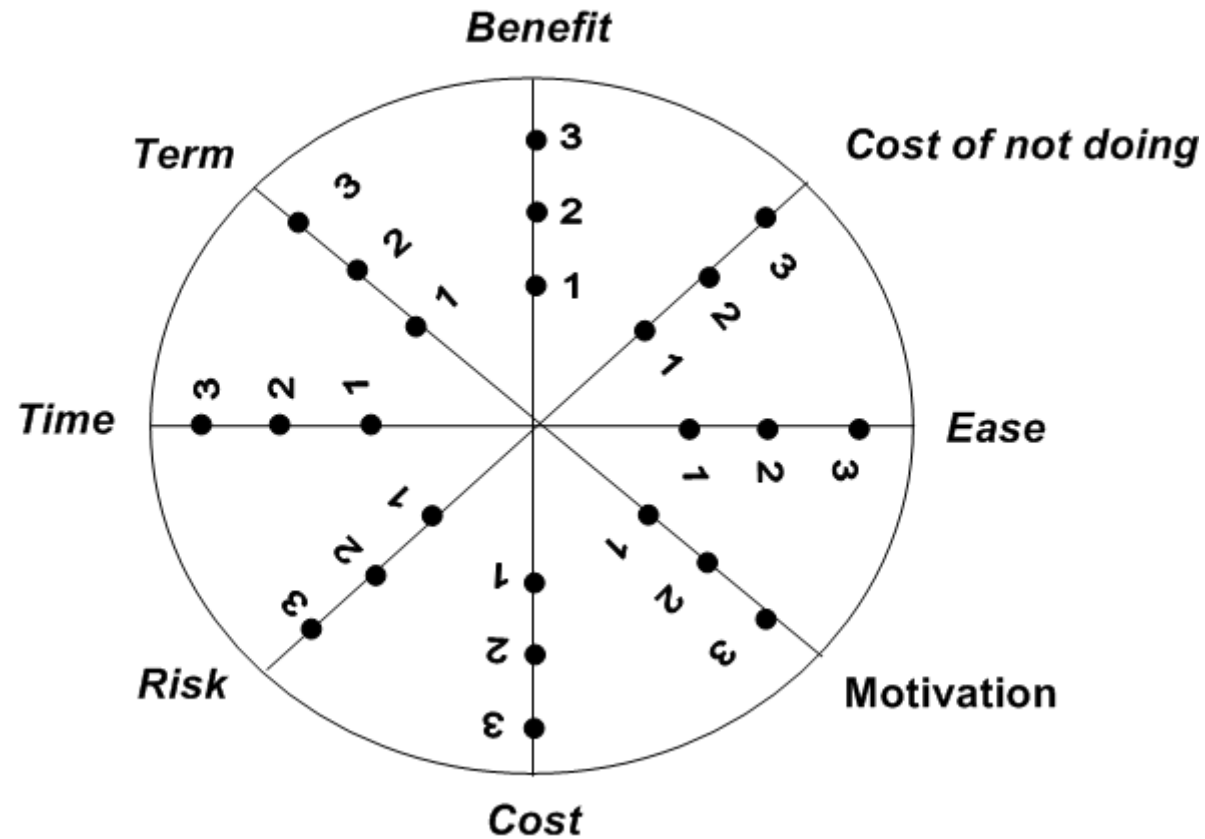
1. For each opportunity, consider each of the criteria and mark your scores in the table at the bottom of the graph (1 = low, 10 = high).
2. Add up the scores for the 'positive' or 'helping' dimensions and for the 'negative' or 'hindering' dimensions. Write these scores in the bottom row of the table.
3. Draw a bar graph to represent the 'positive' and 'negative' dimensions for each opportunity and compare these.
4. Consider your graph. Sometimes it will be obvious which options to implement because they have high scores for the positive/helping, criteria & low scores for the negative/ hindering criteria. At other times it will be less clear.
5. After considering the graphs and scores select the opportunity/ies you will take forward to action. If the bar graph doesn't help you to reach a decision, you may find the pinwheel view gives you a different perspective.
6. If you need to explain or share your decision with others, such as other people involved in your business, it can be very useful to make a few notes against each criteria to help them understand your assessment and the assumptions you made when doing it.

The steps to follow in using the Pin Wheel Version of the Eight Dimensions Tool

1. For each opportunity, consider each criteria and mark your scores for each criteria from 1 to 10 on the 'wheel' (1 = low, 10 = high).
2. Join the scores for each opportunity using a different colour/style for each one so you can distinguish between the options. Include a small legend to show which type of line represents which opportunity.
3. Consider the shapes created by joining the scores. Sometimes it will be obvious which options are more likely to be implemented – sometimes not. After considering the implications of the shapes for different opportunities, select the opportunity or opportunities you will take forward to action.
4. If you need to explain or share your decision with others it can be very useful to make a few notes against each criteria to help them understand your assessment and the assumptions you made when doing it.

8 Dimensions Tool (Pinwheel Version)

Name:
Date:



- Cost** = Resources (other than time) needed to implement the opportunity
- Risk** = Likelihood of undesirable consequences as a result of implementing the opportunity
- Time** = Length of time needed to implement the opportunity
- Term** = Length of time between implementing the opportunity and seeing the benefit

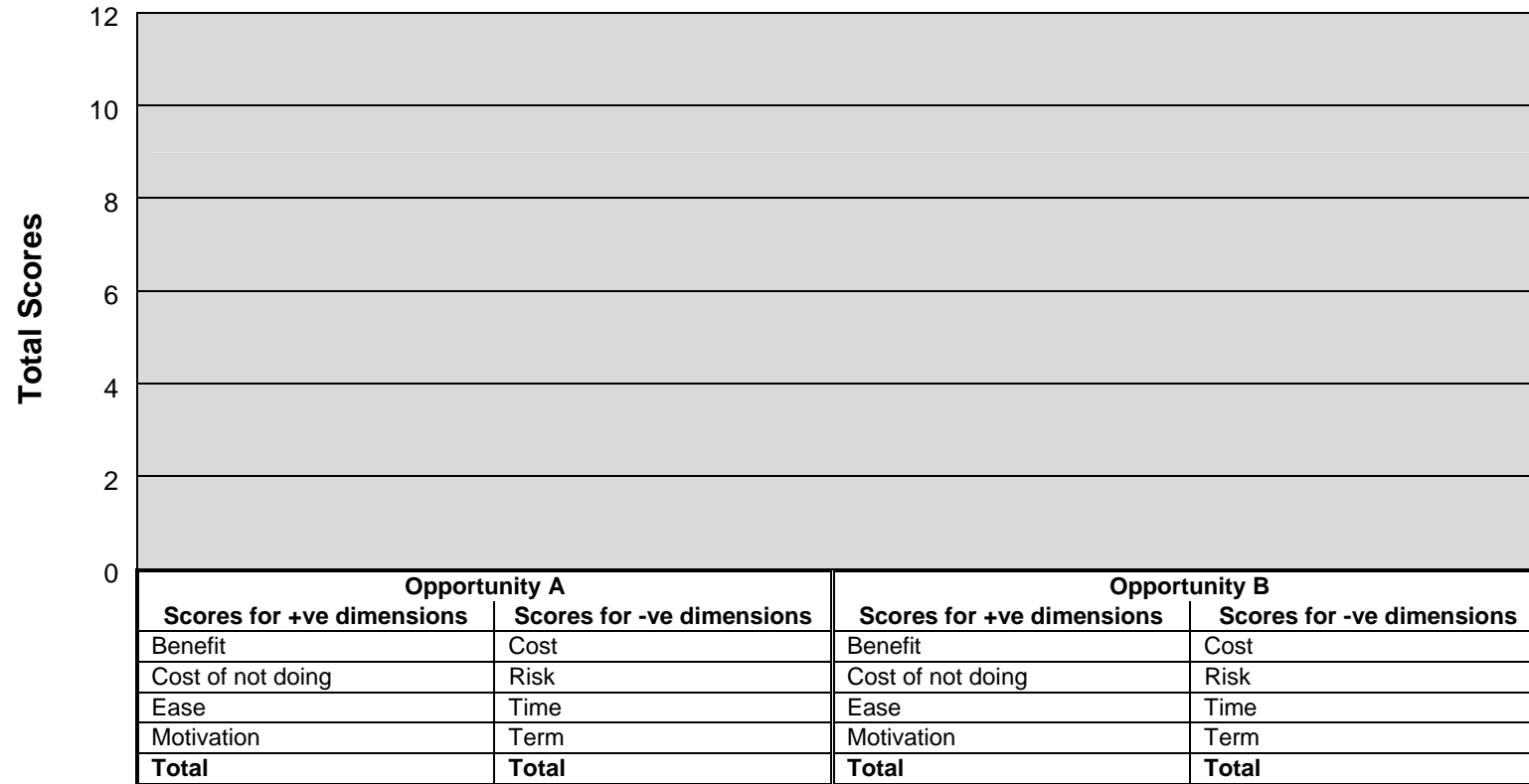
- Benefit** = Expected value from implementing the opportunity
- Cost of not doing** = Undesirable consequences if the opportunity is **not** implemented
- Ease** = How easy it will be to implement the opportunity
- Motivation** = Enthusiasm for implementing the opportunity

(3 = high, 1 = low)

8 Dimensions Tool (Bar Graph Version)

Name:

Date:



- Benefit** = Expected value from implementing the opportunity
- Cost of not doing** = Undesirable consequences if the opportunity is **not** implemented
- Ease** = How easy it will be to implement the opportunity
- Motivation** = Enthusiasm for implementing the opportunity

- Cost** = Resources (other than time) needed to implement the opportunity
- Risk** = Likelihood of undesirable consequences as a result of implementing the opportunity
- Time** = Length of time needed to implement the opportunity
- Term** = Length of time between implementing the opportunity and seeing the benefit
(3 = high, 1 = low)