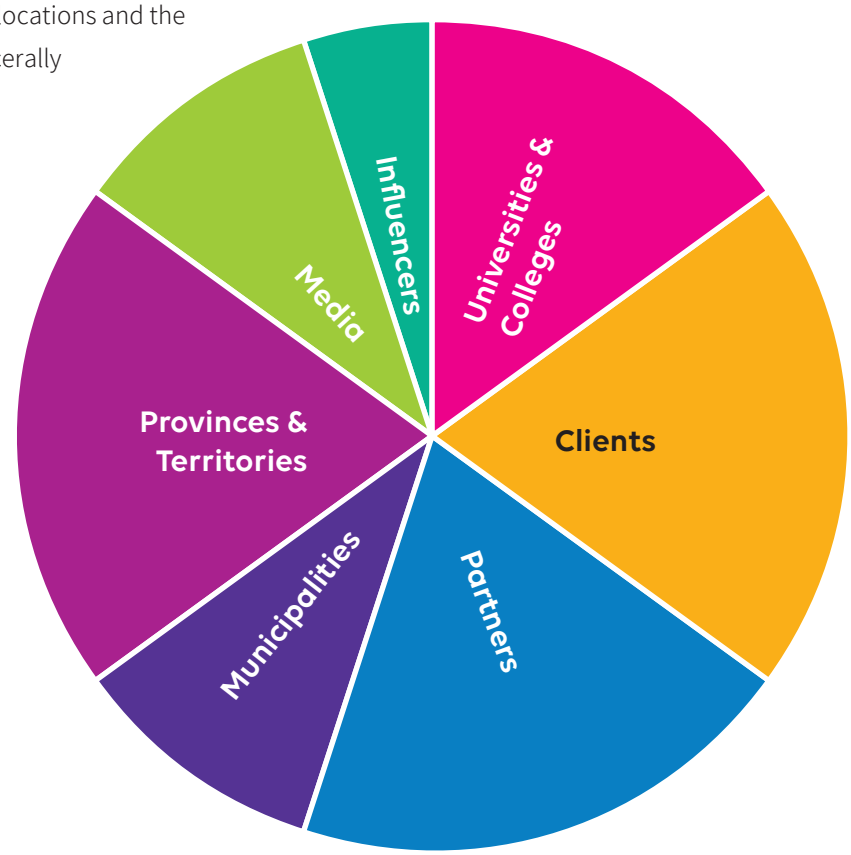
RESULTS MAP®

The Pie Exercise

As you grapple with the question of intentional priority setting among audiences and stakeholders, it's useful to start by listing them out.

Then, ideally through a group exercise such as an executive committee meeting, sketch out a pie chart and assign "slices" for each audience or stakeholder group, with the size of the slice based on their level of importance to the organization.

This simple exercise is a very powerful way to reveal disconnects between current resource allocations and the desired end state. It also viscerally illustrates that to give one stakeholder group a bigger piece of the pie, other pieces must get smaller.



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