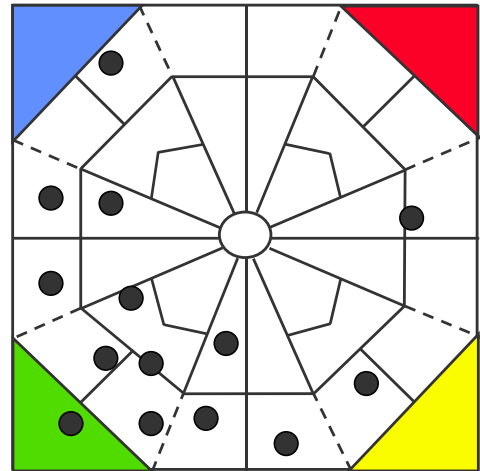


# CASE STUDY

## Team Analysis

To the right is the *Shotgun Map* for your team. Keep in mind the context in which your team operates. Your team is a customer service/sales team.



## Questions

List the main strengths of your team:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

List the main development areas of your team and the challenges they create:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

What are some of the key issues your team members should remember? Consider issues such as concentrations of styles, lack of styles, an overemphasis on strengths of particular style(s) (i.e. strength becomes a weakness), and so on.

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What are some of the potential pitfalls with regard to your team make-up (the range of styles)?

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How can your team avoid these pitfalls?

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