Decision-Making Matrix

FOR FAMILY LEADERSHIP TEAMS

Decision	Is this a team decision?	Who has sign-off?	Who else needs to be informed?

- List decisions in the left-hand column (can be major or minor decisions).
- Enter names in the grid to represent who participates to what degree in each of the decisions.

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Sample worksheet

Decision	Is this a team decision?	Who has sign-off?	Who else needs to be informed?
Mission/Vision			
Business Mission			
Shared Family Vision	Jody, Mark, Lisa, Steven	All	
Business Strategy	Jody, Mark, Lisa	Lisa, Mark	Steven, Susan
Finance			
Budget			
Capital Structure			
Sales/Marketing			
Sales Goals	Chris	Lisa, Mark	Jody
Marketing Campaigns	Beatrice	Chris	Lisa, Mark
Operations			
New Products			
Inventory			