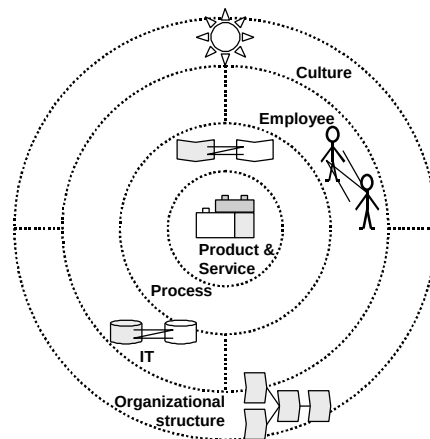


Questionnaire for Networkability Assessment

Networkability is the ability to cooperate internally and externally. Organizations and/or their dimensions are networkable if they can be integrated into other networks quickly and economically, e.g. if they can establish stable customer relationships quickly and economically. Networkability refers to the dimensions:

- (a) Products/services (output),
- (b) Business processes,
- (c) Employees and managers,
- (d) Information systems,
- (e) Organization structure and
- (f) Organization culture.



Dimensions of Networkability According to [Fleisch 2000]

Evaluate and discuss your networkability, i.e. that of your organization. The following questions are designed to help you with evaluation and discussion:

[illegible]

Question		No						Yes	
		0	1	2	3	4	5		
	Able to innovate; bring about improvements in the work process	☐	☐	☐	☐	☐	☐		
	Able to manage distance to the company	☐	☐	☐	☐	☐	☐		
	Possesses communication skills; able to listen and to put the message across	☐	☐	☐	☐	☐	☐		
Networkability of a Manager									
	Maintains personal networks	☐	☐	☐	☐	☐	☐		
	Looks for and passes on information inside and outside the network	☐	☐	☐	☐	☐	☐		
	Represents the companies in the network	☐	☐	☐	☐	☐	☐		
	Networks with experts	☐	☐	☐	☐	☐	☐		
	Ability to build trust: demonstrates trust, shares values, acknowledges, sympathizes, shows sensitivity and willingness to take risks	☐	☐	☐	☐	☐	☐		
	Ability to empower employees: delegates responsibility and control, puts together effective teams, supports problem-solving processes	☐	☐	☐	☐	☐	☐		
	Enables employees to exercise self-management	☐	☐	☐	☐	☐	☐		
	Generates and implements strategic visions	☐	☐	☐	☐	☐	☐		
	Ability to organize processes of change: understands human reactions to change, implements change	☐	☐	☐	☐	☐	☐		
	Communication skills: rapidly assimilates condensed information, writes clearly, speaks convincingly and listens effectively	☐	☐	☐	☐	☐	☐		

[illegible]

