**Appendix 0.2 – ACTIVITY 1 (1 hour)**

When planning your business, take into account the inevitability of change. Remember that changes need to start with yourself. Realize that if you cannot adapt to change, you usually become a victim of it.

The first stage of the exercise is to develop and present a description and assessment of the current situation of a specific company operating on the local market. It is recommended to choose a company from the SME sector.

List three examples of changes in the company:

1. **…………………………………………………………………………………………………….….………………….………………………………………………………………..……………………………………………………………………………………………………………………………………………………………………………………………………………………………………**
2. **…………………….……………………………………………………………………………………..…………………………………………………….………………………………………………………………………….…………………………………………………………………………………………………………………………………………………………………………………….**
3. **………………………………………………………………………………………………..…………………………………………………………….………………………………………………………………..……………………………………………………………………………………………………………………………………………………………………………………………………..**

**On the scales below, label your chances of making these changes:**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Change 1  |  | 1 | 2 | 3 | 4 | 5 |
|  |  | little chance |  |  |  | big chance |
|  |  |  |  |  |  |  |
| Change 2 |  | 1 | 2 | 3 | 4 | 5 |
|  |  | little chance |  |  |  | big chance |
|  |  |  |  |  |  |  |
| Change 3 |  | 1 | 2 | 3 | 4 | 5 |
|  |  | little chance |  |  |  | big chance |

Develop a plan for implementing one possible change in the company (choose the change with the greatest opportunities), bearing in mind the following factors:

* change time,
* allies supporting changes,
* opponents of change,  the course of negotiations on changes between group members, who are allies and opponents (transition from fight to cooperation).

Provide your own definition of change based on your experience with this exercise.

Change in the company means:

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| --- |
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