

How Confidently Can Your Business Turn Information into Action?

Decision Confidence Scorecard.

Introduction

Good decisions depend on having the right information at the right time.

But when data is spread across different systems, reports and departments, it can be difficult to get a clear picture of what's happening across the business.

Use this quick scorecard to assess how easily your teams can access, understand and act on operational information.

For each statement, select **Yes**, **Sometimes** or **No**.



1. Access to Information - Can your teams get to the information they need when they need it?

Yes Sometimes No

Our teams can access the operational information they need without relying on someone else to provide it.

Important information is easy to find rather than spread across multiple spreadsheets, reports or systems.

People can quickly find the information relevant to their role without searching through unnecessary data.

Why it matters:

When information is difficult to access, decision-making slows down. Teams can spend more time finding and checking information rather than acting on it.

2. Operational Visibility - Can you see what's happening across the business?

Yes Sometimes No

We have a clear view of activity across key areas such as sales, orders, inventory and finance.

We can identify emerging issues before they become bigger operational problems.

We can understand how changes in one area of the business are affecting another.

Why it matters:

Important decisions rarely affect just one department. Better visibility helps teams understand the wider impact of what's happening.

3. Reporting and Timeliness - Is your information current enough to act on?

Yes Sometimes No

We can identify important changes in performance without waiting until the end of the week or month.

Reports can be produced without significant manual work or repeatedly combining data from different sources.

We can investigate an issue while there is still an opportunity to do something about it.

Why it matters:

Historical reporting tells you what happened. More current operational information gives you greater opportunity to decide what happens next.

4. Connected Information - Are your teams working from a consistent view of the business?

Yes Sometimes No

Different departments are working from consistent, trusted information.

We spend very little time checking which spreadsheet, report or figure is correct.

Sales, operations, purchasing and finance can understand the same underlying business picture.

Why it matters:

When teams work from different versions of the truth, time is lost reconciling information rather than deciding what action to take.

5. Decision-Making - Does your data help you decide what to do next?

Yes Sometimes No

We can quickly identify which areas of the business need attention.

When performance changes, we can investigate what's driving it.

Important operational decisions are based on reliable information rather than assumptions or instinct alone.

Why it matters:

The value of business data comes in helping people understand what needs attention and empowering them to make more informed decisions.

What Does Your Scorecard Tell You?

Count how many times you answered **Yes**.

10 – 15 Yes – Strong Decision Visibility

Your teams generally have access to the information they need and can use it to support decisions. The opportunity now is to make sure that visibility remains consistent as your business, customer demands and operating environment change.

5 – 9 Yes – Some Visibility Gaps Are Getting in the Way

You have useful information available, but visibility isn't always consistent. Look at the areas where you selected **Sometimes** or **No** to identify where information gaps may be making decisions harder.

0 – 4 Yes – Time to Improve the View

Important decisions may be relying on incomplete, delayed or disconnected information. Start with the areas where you selected **No** and consider what prevents people from accessing or acting on the information they need.

From Data to Better Decisions

Knowing where the gaps are is the first step.

Our guide, **Operational Intelligence: Turning Data into Decisions**, explores how businesses can connect operational information, improve visibility and move beyond simply reporting what happened towards understanding what needs attention next.

[Download the Guide](#)

Ready to Improve Decision Confidence?

Discover how connected operational information can give your teams a clearer view of what's happening and help them make more confident decisions.

**Book a Discovery
Session today.**

