

# 27 Challenges Quiz

**This is a list of the 27 key challenges facing entrepreneurial companies**

1. Profits are inadequate to grow the company

3. Customers are migrating away from our product/services

5. Limited capital to grow

7. Difficulty hiring quality staff

9. Need for a flexible planning model to react to change

11. Poor project management & resource coordination

13. Poor orientation for new staff

15. Unclear values throughout the organization

17. Chaotic periods destabilize the company

19. Organization doesn't understand the impact that staff satisfaction has on the company's profitability

21. We are one step behind the marketplace and our customers change too quickly

23. Difficulty diagnosing the real problems or obstacles to growth

25. Not able to get systems and procedures in place quickly, as the company is growing

27. Lack of confidence in our ability as a company to expand sales

2. Need for an improved profit design

4. Business suffers from continual cash flow problems

6. Business experiences high employee turnover

8. Low staff morale and low voltage (potential energy) in the company

10. Need better staff buy-in on key strategies and initiatives

12. Communication gap between leadership and staff

14. Poor staff training

16. Difficulty dealing with the cost of lost expertise and knowledge when employees leave

18. Organization struggles to understand how the company will grow in the future

20. Company culture is generally resistant to change

22. Difficulty forecasting problem areas before they surface

24. Too slow getting new products/services to market

26. Weak product/service development & differentiation in the marketplace