

WORKSHEET – COMPETITIVE POSITION – EXTRA CREDIT PREWORK FOR SESSION 1

Nonprofit organizations must be increasingly aware of their competition – not only so that they can distinguish themselves, but also so they can collaborate.

Instructions:

1. Identify your organization's competitors. Define where you compete; where you could collaborate.
2. Based on this review, define your competitive advantage.
3. Share with planning team members in advance of Session 1.

| Competitors | Where We Compete | We Could Collaborate |
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Competitive Advantage

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