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| **WORKSHEET – COMPETITIVE POSITION – EXTRA CREDIT PREWORK FOR SESSION 2** |
| 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 2.* |
| **Competitors** | **Where We Compete** | **We Could Collaborate** |
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| **Competitive Advantage** |
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