

The Digitization of Law

How to transform technologies disruption into abounding opportunities

	1	2	3	4	5	6	7	8	9	10	11	12	Score	Goal
Attitude to Technology	You don't understand technology and don't feel the need to learn any more than the basics; enough to get by.			You want to stay up to date with technology but don't know where to start and need some guidance.			You think you have learned as much about technology as you need to and don't feel the need to continually update your knowledge.			You are continually working to stay ahead of what is going on with technology and see it as an opportunity to give you a competitive edge.			<input type="text"/>	<input type="text"/>
Tenacity	You are happy with things as they are and have no desire to change or challenge anything.			You know that things need to change, and you want your business to add ever-increasing value. You struggle to get your message across.			You are happy to challenge people and situations that allow you to benefit personally. You do what it takes to get this done.			You constantly strive to add value by challenging the status quo and asking difficult questions.			<input type="text"/>	<input type="text"/>
Change Capability	You feel with each passing year that you understand what your prospects and customers are expecting from you less and less.			You're increasingly confused by both your successes and failures because you don't know what makes the difference.			You feel certain that you've learned as much as you can from your past and that there's no point in looking back at any prior experience.			You understand that the speed of change will only get faster and look to capitalise on that change to give your company a competitive edge.			<input type="text"/>	<input type="text"/>
Who not How	You try to reduce cost by doing as much as possible yourself even though you may not be very good at it.			You want to build a team around you but you are unable to afford to hire everyone you want. You realise the importance of the right Who's.			You build a team of people who will do whatever you ask without question even if they are not very good at it. You manage everything they do			You understand the importance of working in your own Unique Ability and building a team of Who's around you working in their Unique Ability.			<input type="text"/>	<input type="text"/>
Mindset is Everything	You don't understand how other people who aren't as smart as you are jumping ahead in their business results.			You have big goals, but there's something you feel you're missing that keeps you from making the necessary breakthroughs.			You've become as successful as you are because you've mastered the tried-and-true principles of your industry.			You understand that the key to progress in every situation lies in identifying the mindsets that determine success.			<input type="text"/>	<input type="text"/>
Futurist	You have no interest in what happens in the future and are quite happy to keep doing things in the way you have for the last decade+.			You are interested in what is coming around the corner and would like to get ahead. However, you are not sure how to do this.			You think you know what is going to happen. However, your research is limited and you don't know as much as you think you do.			You make sure that you constantly educate yourself on what is coming around the corner and look for new opportunities to get ahead of this.			<input type="text"/>	<input type="text"/>
Marketing	You see no need to alter the way you have been marketing for the past decade+.			You realise that marketing constantly evolves and want to keep on top of the ever-changing environment but you are not sure how to.			You think you are great at marketing as you have been successful in the past. You are reluctant to spend any time considering new thinking.			You realise that marketing is evolving rapidly and you constantly educate yourself on the new opportunities available.			<input type="text"/>	<input type="text"/>
Endless Digital Expansion	You're increasingly angry that other businesses are achieving big technological breakthroughs that you don't understand.			You keep hearing that the future of business is a "digital revolution," but you feel that you'll never know how to take advantage of this.			You feel that there aren't any new strategies or technological approaches that will produce dramatically bigger results for you.			You're increasingly confident that your strategic use of digital platforms will grow everything exponentially.			<input type="text"/>	<input type="text"/>

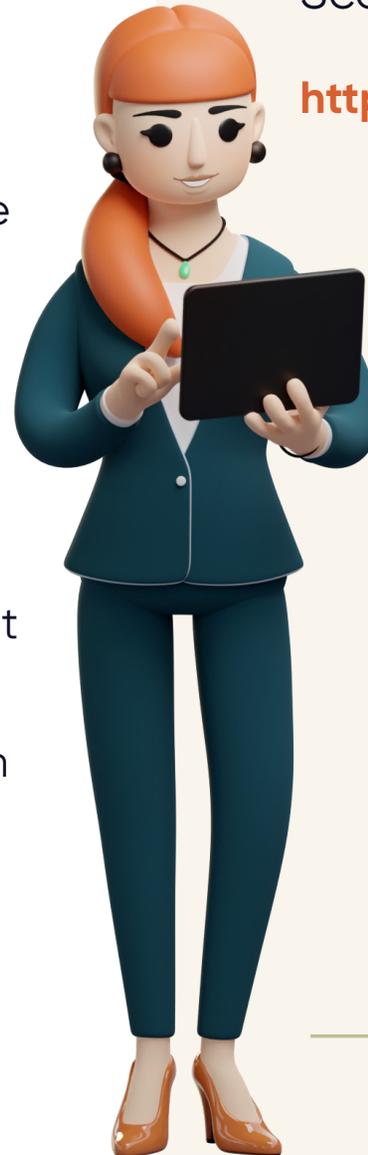
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Scorecard Instructions:

Fold out this Mindset Scorecard and read through the four statements for each mindset. Give yourself a score of 1 to 12 based on where your own mindset falls on the spectrum. Put each mindset's score in the first column at the right, and then add up all eight and put the total at the bottom.

Then, think about what scores would represent progress for you over the next quarter. Write these in the second scoring column, add them up, and write the total.

When you compare the two scores, you can see where you want to go in terms of your achievements and ambitions.



To complete and receive your Scorecard results online go to:

<https://tinyurl.com/DLScoreCard>

Or scan the QR Code Now:

