

Management Self-Evaluation

There is no perfect way to assess a manager's abilities. A good place to start a thorough self-evaluation might be by asking and answering the following management related questions. Remember to be honest and fair with yourself, only you will benefit from this information.

Yes	No	
___	___	Have I decided what crops to plant in each field and determined seed, fertilizer and other supply needs for those crops early enough to take advantage of early order discounts from my supplier?
___	___	In determining the above requirements for the cropping program, have I consulted previous crop records and other reliable sources of information such as experiment station figures, in reaching my decisions?
___	___	After reaching decisions, do I plan ahead for placing orders so that materials are available when they are needed?
___	___	Do I keep up-to-date and accurate records that are a good source of information for making informed decisions?
___	___	At least once a year, do I construct a balance sheet to measure financial progress?
___	___	At the end of each year, do I construct an income statement to determine the profitability of the business?
___	___	At the beginning of each year, do I develop a cash flow budget for the up-coming year, detailing all the anticipated cash inflows and outflows of the business?
___	___	When buying or selling products, do I check prices at two or more places before deciding?
___	___	Do I know my cost of production on each item that I am producing?
___	___	Do I develop a production plan, including dates when work is to be completed for the up-coming production season and stick to it?
___	___	Do I plan and follow definite schedules for vaccinating, dehorning, castrating, and other livestock practices at the optimum time?
___	___	Unless delayed by unusual weather conditions, do I plant and harvest at the most favorable times?
___	___	Do I analyze crop and livestock markets to develop a marketing plan that yields the most favorable return?
___	___	Before the cropping season begins, do I get any necessary machinery maintenance and repairs completed?
___	___	Do I schedule farrowing and calving dates so as to minimize interference with cropping activities?

A majority of yes answers may indicate good management. If there are an equal number of yes and no answers than this may indicate average management while a majority of no answers may indicate a need for improvement.

The most important thing is not the number of no answers but what you are going to do about it.