

# Exercise: Current Watchlist

## Instructions

Set a timer for 5 minutes.

Quickly list the external factors you regularly check on as part of your “court sense”.

How often do you check on them?

From what sources do you learn about changing external factors?

This could be by talking with community members, attending public meetings, reading specific publications, etc.

After the 5 minutes, at the bottom write a brief description of how and when you normally synthesize these varying inputs.

## Example:

External Factors	Frequency	Sources
<i>Economic and geopolitical trends</i>	<i>Weekly reading</i>	<i>The Economist...</i>
<i>Trends in our community</i>	<i>Monthly Daily Ad hoc</i>	<i>City council meetings Local paper Lunch with professional friends</i>
<i>What’s happening with funders – generally and specifically</i>	<i>Daily, weekly</i>	<i>NPQ, LinkedIn news feed. Touch base with personal contacts at funders.</i>
<i>Client feedback</i>	<i>Quarterly Weekly</i>	<i>Client surveys Testimonials</i>
<b>How and when do I synthesize external input?</b>		
<i>I do this on the fly, continuously. I don’t have a specific time/place where I do this.</i>		

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External Factors	Frequency	Sources
How and when do I synthesize external input?		