|  |  |  |
| --- | --- | --- |
| **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** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| **Competitive Advantage** | | |
|  | | |