# PHASE 1- PREPARING FOR CHANGEDEVELOP YOUR SPONSORSHIP MODEL

Sponsor Interview Template

Interview the project sponsor. The questions below can be used to go beyond the printed material to find out what is different between today and the future state.

* Why is this change being made?
* What would happen if no change were made?
* What is the scope of the change?
* Who is impacted the most? The least?
* How will work processes change?
* How will our customers experience change?
* How will we be more competitive?
* How will technology change?
* How will this change impact our financial performance?
* How will the culture and values of the organization change?
* How long will it take to implement this change?
* What barriers or obstacles do you foresee?