

# Business Consulting Needs Assessment Questionnaire

Please complete this assessment to help us understand your business objectives, current challenges, and areas where consulting support can drive growth and efficiency.

## 1. Company Profile

Company Name:

Industry / Sector:

Years in Business:

Number of Employees:

Annual Revenue Range:

Primary Contact Name & Title:

Email Address:

## 2. Business Overview & Goals

What is your primary business mission or core offering?

What are your top three business goals for the next 12 months?

Goal 1:

Goal 2:

Goal 3:

Where do you envision your business in three to five years?

## 3. Challenges & Pain Points

What is the single greatest obstacle currently preventing your business from growing?

Describe any operational bottlenecks or workflow inefficiencies you currently face:

What marketing or sales challenges are you currently experiencing?

Are there any financial, cash flow, or budgeting issues you wish to address?

## 4. Consulting Needs & Expectations

Which areas of your business require the most immediate consulting support? (e.g., Strategy, Operations, Finance, Marketing, HR):

What specific outcomes or deliverables do you expect from this consulting engagement?

What is your preferred timeline for starting and completing this project?

What is your designated budget range for consulting services?