|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  | Company: | | | |
| **category** | **driver/barrier** | **driver** | **barrier** | **driver/barrier** | **Totaal** |
| resources | financing |  |  |  |  |
|  | network |  |  |  |  |
|  | skills and competences |  |  |  |  |
|  | knowledge |  |  |  |  |
|  | staff |  |  |  |  |
|  | equipment |  |  |  |  |
|  |  |  |  |  |  |
| communication | values |  |  |  |  |
|  | values to action |  |  |  |  |
|  | fit to audience |  |  |  |  |
|  | communication with external environment |  |  |  |  |
|  |  |  |  |  |  |
| culture | shared values |  |  |  |  |
|  | motivation |  |  |  |  |
|  | risks & change |  |  |  |  |
|  | sharing succes stories |  |  |  |  |
|  |  |  |  |  |  |
| structure | decision chain |  |  |  |  |
|  | involvement in decisions |  |  |  |  |
|  | budget allocation |  |  |  |  |
|  | division of responsibilities |  |  |  |  |
|  |  |  |  |  |  |
| decision criteria | interest in energy efficiency |  |  |  |  |
|  | fit with the core business |  |  |  |  |
|  | Non-Energy Benefits (NEBs) |  |  |  |  |
|  | risk assessment |  |  |  |  |
|  | hidden costs |  |  |  |  |
|  | payback time |  |  |  |  |
|  |  |  |  |  |  |
| processes | Rules and routines |  |  |  |  |
|  | idea submission |  |  |  |  |
|  |  |  |  |  |  |
| individual behavior | exemplary behavior |  |  |  |  |
|  | dealing with rules and routines |  |  |  |  |