|  |  |  |
| --- | --- | --- |
|  |  | 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 |  |  |  |  |