

Completing the Internal Factor Analysis Summary (IFAS) Form

1. List strengths and weaknesses that your farm has (6 -10 items) in the Internal Factors column. These are things over which you as a manager have control.
2. Weight each factor from 1.0 (Most Important) to 0.0 (Not Important) in the **Weight** column based on that factor's probable effect on the farm's strategic position. The total weights for all items must sum to 1.00.
3. Rate each factor from 5 (Outstanding) to 1 (Poor) in the **Rating** column based on how well your farm is positioned to take advantage of the strength or to compensate for the weakness.
4. Multiply each factor's weight times its rating to obtain each factor's weighted score in the **Weighted Score** column.
5. Use the **Comments** column for rationale used for each factor.
6. Add the weighted scores to obtain the total weighted score for the farm in the **Weighted Score** column. This tells how well the farm is responding generally to the factors in its internal environment. The better positioned your farm resources are, the higher the rating will be. A three would indicate neither well or poorly positioned, just average. A number higher than three would mean that the business is doing well. A business with an overall rating of five would be responding to the environment in an outstanding way. Note that your business does not benefit from doing an activity well or having a skill or resource if that activity/skill/resource is not important.