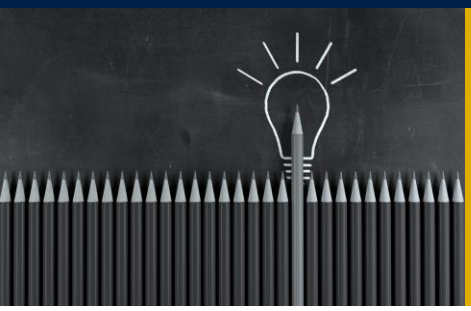
Fit to Transact Insights
Deal Team Capability Matrix



Aligned Capability. Better Momentum.

Prospective buyers, investors and financiers look for disciplined execution and repeatable performance. Deal teams work best when each person is given the opportunity to contribute where they create the most value. Here is a quick reference guide to seven core capability strengths that matter most across the deal lifecycle.

Capability	Purpose and Strength	Value Created (When)
Strategy Formulation	❑ Frames the deal, connects ideas, simplifies complexity ❑ Brings clarity early and prevents misalignment later ❑ Provides governance and oversight	Strategy & Framing Early Negotiation
Analytical Skills	❑ Organises information, builds frameworks, improves reporting and readiness ❑ Creates order and momentum	Preparation & Structuring Due Diligence
Attention to Detail	❑ Spots gaps, interrogates assumptions, protects value by preventing errors	Due Diligence Execution & Documentation
Negotiation & Influence	❑ Reads people, manages tension, shapes outcomes under pressure	Negotiation & Deal Shaping
Stakeholder Management	❑ Aligns interests, communicates clearly ❑ Maintains momentum across internal and external parties	All Stages
Commercial Judgement	❑ Weighs trade-offs, understands value drivers, makes pragmatic calls	Strategy & Framing In-Deal Negotiation Post-Deal
Operational Thinking	❑ Anticipates post-deal realities, identifies practical risks ❑ Ensures the deal works beyond signing	Execution & Documentation Post-Deal

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