

PEST and PESTLE Analysis Worksheet

Scan external conditions using evidence you provide. Use four factors for PEST or add Legal and Environmental for PESTLE; do not treat observations as forecasts.

Organization or initiative	Geography	Analysis date

Core PEST factors

Factor	Observation and evidence	Direction / impact	Response or question
Political			
Economic			
Social			
Technological			

PESTLE extension

Factor	Observation and evidence	Direction / impact	Response or question
Legal			
Environmental			

Actions and owners

Direction is user-assigned: Opportunity, Threat, or Mixed / Unclear. This worksheet does not infer conclusions or certify compliance.