

FOUR DISCIPLINES OF EXECUTION

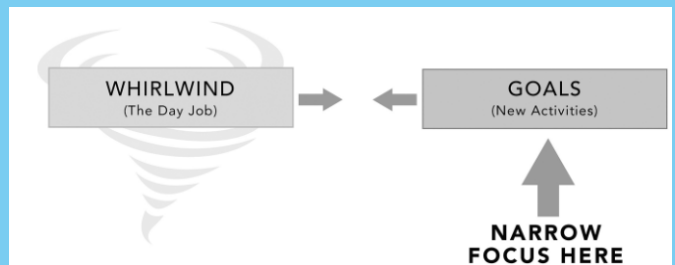
Within the Five Stages of Change

STAGE 1: GETTING CLEAR

DISCIPLINE 1: FOCUS ON THE WILDLY IMPORTANT

Focusing on one or two goals make all the difference within the midst of our day-to-day tasks, also known as our whirlwind.

We get so busy with our everyday lives that when we attempt to accomplish the many goals or ideas we have they get lost in the shuffle. So narrowing the focus down to one or two goals makes it more practical to achieve.



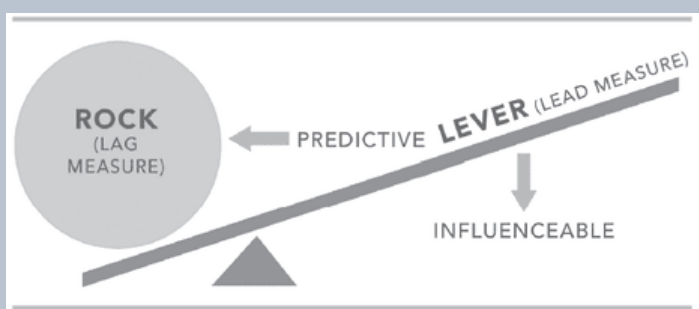
“THE MORE YOU TRY TO DO, THE LESS YOU ACTUALLY ACCOMPLISH”

STAGE 2 & 3: LAUNCH & ADOPT

DISCIPLINE 2: ACT ON LEAD MEASURES

The lag measure depends on the lead measure, therefore making the lead measure the independent variable. Taking action on the lead measures predicts the success of the lag measures. Define daily or weekly measures that will lead to the goal - keeping focused on the WIG.

From X to Y by WHEN



STAGE 4: OPTIMIZATION

DISCIPLINE 3: KEEP A COMPELLING SCOREBOARD

The purpose of a scoreboard is solely to engage the players on the team to win. So ensure the scoreboard is visible to everyone at all times and that the score is being updated regularly. No matter the score people will disengage if they don't know the score or become extremely engaged when they see the score.



STAGE 5: HABITS

DISCIPLINE 4: CREATE A CADENCE OF ACCOUNTABILITY

Disciplines 1, 2, and 3 set up the game (bringing focus, clarity, and engagement), but discipline 4 is when you play the game.

Ensuring the goal is achieved - where execution actually takes place. The team meets weekly in a WIG session, no longer than 20 minutes, with a set agenda where the whirlwind is NEVER invited in.

