



EXPANDING YOUR HORIZON

"DOE" Significant Leadership Strategic Conversations.

Does your Business need to improve "the DISCIPLINES OF its EXECUTION of the business strategy (not just sales strategy?) In my experience it takes the following 5 Disciplines:

One - There needs more consistency in "driving the execution" which entails a score card that keeps it simple to read and understand. Should show "HERE is WHERE we are, and here is WHERE we WANT to be" (present state to desired state)

Two- The above needs to be focused on the individual tribe members (do they have their own score card) plus the Business has a score card. Each separate strategy component has a scorecard.

Three- Ask "Why are we HERE" detailed but simple audit of above score cards.

Four- What do we have to change, and introduce for better execution

Five- The above needs to be "managed" by a meeting called STRATEGY EXECUTION AUDIT or Strategy situational audit, etc. These audit meetings should be every 40 working days.

My view it should be conducted every 40 days (this improves urgency, focus, accountability and responsibility, outcomes and achievement.

BEHAVIOR CHANGE will come into play.

It should be facilitated by an outside party (who enters your Circle of Influence from time to time.)

The significant Leader will show through his behavior that this is not "Just another meeting, a waste of time"