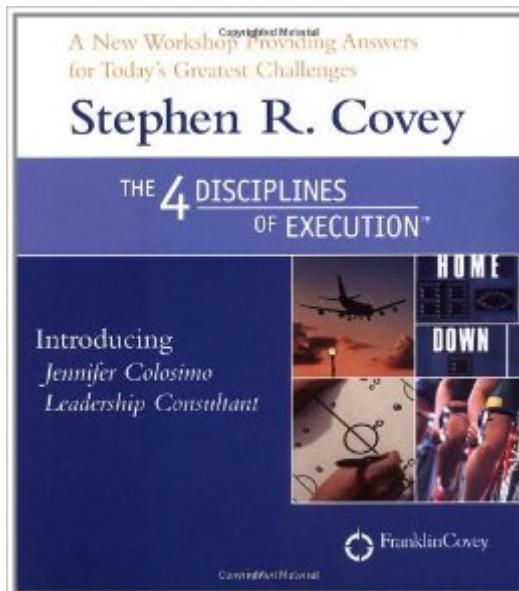


The book was found

# The Four Disciplines Of Execution



## **Synopsis**

In business, survival depends on meeting objectives. Most failures in organizations today are not the result of a lack of smarts, they are caused by a lack of execution - things just don't get done. Defining a clear strategy and setting goals is one thing, sticking to strategy and meeting those goals is quite another. The 4 Disciplines of Execution teaches how to focus on your top priorities and get the critical things accomplished. Whether you are a member of a team, lead a team, or lead an entire organization, this workshop will equip you to deliver on your top priorities consistently and introduce you to four universal business disciplines that deliver results again and again: A. Focus on the Wildly Important. B. Create a Compelling Scoreboard. C. Translate Lofty Goals into Specific Actions. D. Hold Each Other Accountable - All of the Time. Each discipline includes a business principle, old thinking, new thinking, and a metaphor that further clarifies the learning. A bonus section on IMPLEMENTING THE DISCIPLINES supported by a special resource CD, gives critical information about activating the power of the 4 Disciplines in your organization.

## **Book Information**

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## **Customer Reviews**

Steven is the most influential writers of his time. This review is of the audio revision on the book. The premise resolves around how the best executioners use the four key disciplines to drive results. Discipline 1: Narrow the focus; Forecast a finish line- Big Idea is X to Y by when?- Defining the finish line makes accountability and moral go up; Discipline 2: Lead Measures- Golden Rule of execution: Identify lead measures- Lead measures are predictive and influence the end goal- Lags - oh crap measures e.g weighing scale- Leads - The real bet; Come up with the bet; e.g. controlling

calorie intakes- Too much focus on lags is counterproductive; Discipline 3: Capture the bet- Make it a game- Have Compelling score board- Scoreboard should tell if we are winning or losing- People play better when they are keeping score- Look at the Lag and lead to see the whole game; Discipline 4: Go and Measure it- Focus on 3 things to do to change the score board!- Whirlwind urgent items will not change the scoreboard.- Make the commitment;- Follow the sequence Goals ->live measures ->lead measures->scoreboards; Key Points- Account for change in human behavior when trying to execute a strategy- More the leader is in love with strategy, the more he tends to underestimate the execution- Focus on the wildly important "the big idea".- Insisting on people should focus and not acknowledging the whirlwind of events around them will lead to frustration.

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