

EXECUTION ESSENTIALS

Leveraging operational excellence to transform business results



SEMINAR OUTLINE

What is execution?

- Link strategy to day-job
- Why execution is essential to business success
- Why execution fails in most organizations
- Powerful 4-step execution process

Identify the Critical Few Goals (CFG)

- Brainstorm the many key goals
- Distill the critical few goals
- Link back to the Balanced Scorecard strategic initiatives
- Use powerful language to clarify 5 key elements of a well crafted goal

Develop lead indicators

- Identify the many predictive activities
- Distill the critical few activities
- Create vital measures

Develop a Dashboard

- Elements of a successful dashboard
- Define lag ranges
- Define lead ranges

Creating Accountability

- Weekly Team Accountability (TAcc) sessions
- Define the proper team

WORKOUT OUTLINE

Choose strategic initiatives

- Review CFGs identified in Seminar session
- Choose 1-3 team/departmental CFGs

Define specifics

- Define lead measures with targets and ranges for one CFG

Dashboard mockup

- Draft dashboard concept
- Choose ranges and thresholds
- Choose measurement mechanism

Define TAcc plan

- Select team members based on goal
- Create accountability plan

SCHEDULE

Seminar 9:00-11:45am

*Lunch 12:00-1:00pm

Workout 1:00-4:00pm

*Working lunch