

## **Ch5** | *Disciplined Execution*

# Things to Think About and Discuss

It is important to take time and give the following questions some serious thought. Be very honest with yourself and think your answers through in detail. You might also find it valuable to gather several people from your organization to discuss these questions as a group, exploring how each of you might answer the same questions differently. These opposing points of view and alternative ideas are critical to developing quality answers.

- 1.** What percentage of the time do you feel your organization executes your major objectives effectively?
- 2.** What are two or three key projects in your organization that were never successfully implemented?
- 3.** What do you believe the impact has been to your organization because of an inability to execute on some of your major strategies?
- 4.** Can you think of anyplace in your organization where strategies and priorities are not aligned? If so what are they and what has the impact of this misalignment been to the organization?
- 5.** Could your organization give more training and support to enable people to be more effective at execution?
- 6.** What are several new and innovative ways that you can reward employees who are excellent at delivering results?
- 7.** What are several new and innovative ways you can foster more accountability throughout your culture in order to hold people accountable when they fail to execute effectively?