

Ruthless Consistency®

How to execute strategy, implement change and drive results ... or else!

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DISCUSSION + ACTION GUIDE

How committed are *you* to winning? To executing strategy, implementing change and driving results in your organization? Let's find out ...

1) Review & Reflect

Within 48 hours of the workshop, review the workshop booklet as well as your notes.

Privately reflect on the following:

1. How committed am I?
2. What would it look like if I were truly committed?
3. What **one thing** will I do to up my commitment?

Record your answers. Yes, record them. It makes a difference.

2) Meet & Discuss

Meet with your top management team **within 2 weeks** and discuss the following:

1. Where are we lagging as an organization? Do we lack the right focus? The right environment? The right team?
2. In light of our answers to the above, and reflecting on the workshop content, what one low-cost, high-return and highly visible action will we take over the next 30 days to create positive change?
3. What **one thing** will we as a leadership team do to up our collective commitment?

Record your answers. Commit to meeting again within 30 days.

3) Act & Recalibrate

Take action to fulfill your commitments. Meet again with your top management team **within 30 days** and discuss the following:

1. How well did we do at meeting our commitments? Why?
2. What will we do to ensure we meet our commitments in the future?
3. What **action(s)** will we take over the next 30 days to build momentum for positive change?

Record your answers. Commit to meeting again within 30 days. Repeat.