ZABC7
Execution: How to Get Results

- Define the specific results you want to achieve
  - Explore the importance of preparation, planning, and involving others

- Identify ways to motivate and create ownership for yourself and others
  - Lead consistently and fairly
  - Set goals collaboratively
  - Share information, feelings, and rationale
  - Delegate tasks and create meaningful work
  - Recognize others for their efforts and achieve

- Motivate a group of co-workers with different work styles, effectively
  - Recognize an individual’s work style
  - Modify motivational techniques to adapt to an individual’s style

- Create and sustain momentum
  - Explore techniques for sustaining accountability
  - Use problem solving skills to overcome obstacles

- Celebrate results and learn from the experience