



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