

THE 4 DISCIPLINES of Execution™



ACHIEVING ORGANIZATIONAL GREATNESS THROUGH FOCUSED EXECUTION.

Skills Workshop



“All organizations are composed of individuals. Unless you get individuals’ work aligned to the organization’s top priorities, organizational goals will not be achieved.”

—Michael Simpson,
FranklinCovey
Senior Consultant

▶ OUTCOMES

FranklinCovey’s *The 4 Disciplines of Execution: Skills Workshop*

1. Individuals create their own goals and measures relevant to the organization’s priorities.
2. Individuals develop skills to identify and execute critical work goals.
3. Individuals create personal motivating scoreboards.
4. Individuals apply personal accountability to produce results.

Challenge:

Do your employees know your organization’s top priorities?

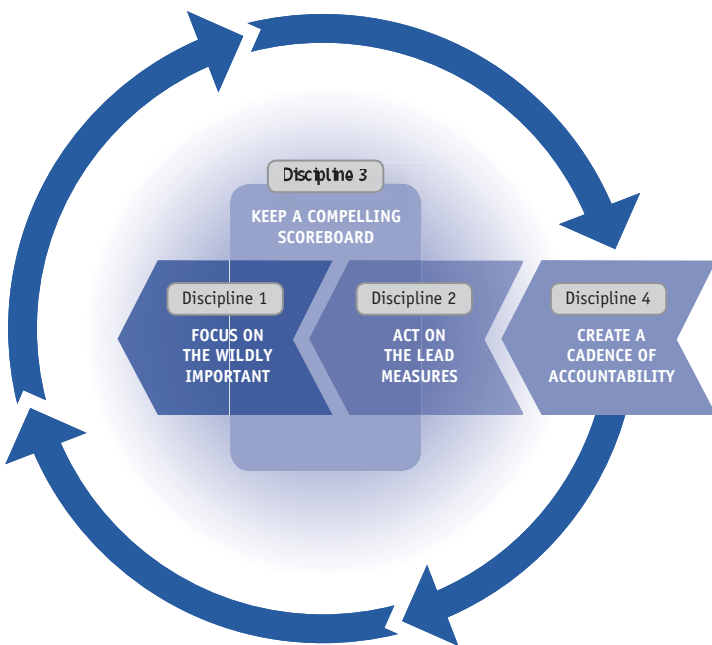
Executing strategic goals is the greatest challenge in business today. Aligning the organization with your most important objectives is a never-ending battle. In addition, keeping people engaged and focused on the top goals is critical. Imagine an organization where all employees are totally focused on the most important priorities and committed to achieving the Wildly Important Goals.

Why Execution Breaks Down

FranklinCovey has studied execution challenges for several years in hundreds of organizations. Our research shows that execution breaks down in four ways:

1. **People don't know the goal.** Either there are too many goals or the goals aren't clear.
2. **People don't know what to do to achieve the goal.** The goals are not translated into day-to-day activities.
3. **People don't keep score.** Few people can tell at any moment if they are on track to achieve the things that really matter.
4. **People don't account for results.** People don't account to each other for progress on their most important goals.

Overcoming these breakdowns is not easy. While most workers have more choices and more technology than ever before, very few know how to filter through all the competing priorities they receive and flawlessly execute the most important priorities.



THE 4 DISCIPLINES OF EXECUTION PROCESS



Solution:

The 4 Disciplines of Execution: Skills Workshop

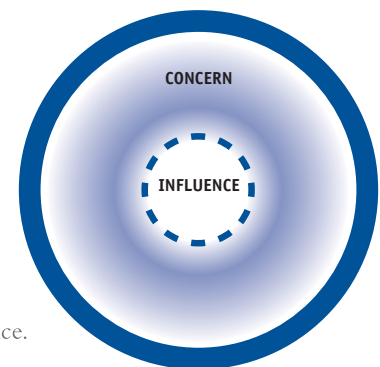
The 4 Disciplines of Execution: Skills Workshop provides the principles, skills, and tools necessary to execute flawlessly again and again.

At FranklinCovey, we have created a unique workshop that builds leaders' or managers' execution capability. *The 4 Disciplines of Execution: Skills Workshop* is training and skill development that helps individuals produce leaders' breakthrough results. Participants bring their real work goals and develop their own work plans.

In this workshop, participants learn *The 4 Disciplines of Execution:*

1. **Focus on the Wildly Important.**
Sift through urgent priorities and help define what's most important to the organization.
2. **Act on the Lead Measures.**
Identify key actions that help goal accomplishment.
3. **Keep a Compelling Scoreboard.**
Track key measures of success.
4. **Create a Cadence of Accountability.**
Build an individual planning-and-accounting system to get the most important work done.

CIRCLE OF INFLUENCE MODEL



Participants learn to focus on what they can directly influence instead of on things that concern them or that they cannot influence.

Give your workforce the knowledge and tools they need to execute on your top priorities.

For more information about FranklinCovey's *The 4 Disciplines of Execution: Skills Workshop*, contact your client partner or call 1-866-742-2487 to be put in touch with someone in your local area who can answer any questions.