

## ACHIEVING RESULTS: WINNING THROUGH ALIGNMENT AND FLAWLESS EXECUTION

### Overview

It's a long way from winning strategies to genuine results. Great companies and great leaders distinguish themselves by more consistently executing against their plans – whether those plans are for priority initiatives, critical projects, or fixes to recurring problems. In such organizations, managers take a disciplined approach to ensuring that the work gets done.

In this workshop, learn the culture-shaping leadership behaviors, practices, and tools that ensure greater commitment upfront, surer initiative taking and decision making as the work unfolds, and more consistent follow through to achieve desired results. Walk away ready to carry out priority work with greater speed and fewer hassles.

### Who Should Attend

Professionals responsible for executing projects and delivering strong results

### Benefits & outcomes

- Clarify the work requirements of your team and the capabilities critical to execution
- Practice conducting alignment meetings and creating customized follow-through plans
- Complete a personalized acceleration plan that injects energy and pace into your team's work
- Learn the five disciplines of the results-oriented leader and the behaviors that shape a results-focused culture

### Program Curriculum

#### Module 1: Have a Clear Picture

- Managers get things done through others
- Why language matters: results, outputs, and activities
- Disciplines of Results-Oriented Leader™
- Strategic drivers map

#### Module 2: Focus on Priorities

- Work results profile
- The value stream
- Defining our work output
- What are competencies?
- Measuring success: defining quality requirements for your outputs
- How well are you focusing on priorities?
- Dealing with competing demands

#### Module 3: Secure Commitment

- Interlocking commitments
- Priority commitment considerations
- Gaining and enhancing commitment
- Follow-through impediments and remedies
- Diagnosing and repairing commitment breakdowns

## Module 4: Accelerate the Pace

- Team acceleration
- Identify an enemy
- Break the decision gridlock
- Reliance radius
- Develop contingency plans and work-arounds
- The downside of speed

## Module 5: Create an Achievement Ethic

- Setting the bar higher
- All or nothing: identifying your stretch goal

## Module 6: Action for Results Plan

- The Results-Oriented Leader™
- Part I: Looking at specific behaviors
- Part II: Development opportunities

Linkage Training Programs are approved by the following organizations

