

Results Driving Execution

StrengthLeader Presentation, June 18th, 2012

James B. Woosley, PMP
WoosleyCoaching.com

Introduction

- James B. Woosley, PMP
 - WoosleyCoaching.com
- Background
 - Five Years, USAF Officer
 - Ten+ Years, PM/IT Consulting
 - Yale SOM Corporate Leadership Instructor
 - FAA Roadmap Professor
 - VP, Satsuma City Board of Education



Results Drive Execution?

- Well, duh!
 - Success begets success.
 - Confidence grows with success and we try bigger things
 - Failure becomes a data point, not a final result
- So how do we kick start the process?



Lights Out



- Imagine I just turned off the lights in your room.
- It's pitch black.
- You can't see your hand in front of your face.



Lights On!

- It's hard to live in the dark
 - You cannot lead effectively in the dark!
 - If you can't see where you are, you can't see where you're going or where you want to go to
 - Your eyes can adjust to dim light, but it's not enough to live or lead fully and freely

"If you aim at nothing you'll hit it every time."
– Zig Ziglar



Step #1: Habit #2

- Begin with the End in Mind

- Stephen Covey,
Seven Habits of Highly Effective People

- Perspective = TRUTH

- Sunrise? Sunset?
- Tell your team

- Purpose = Motivation

- Motivation must be fed



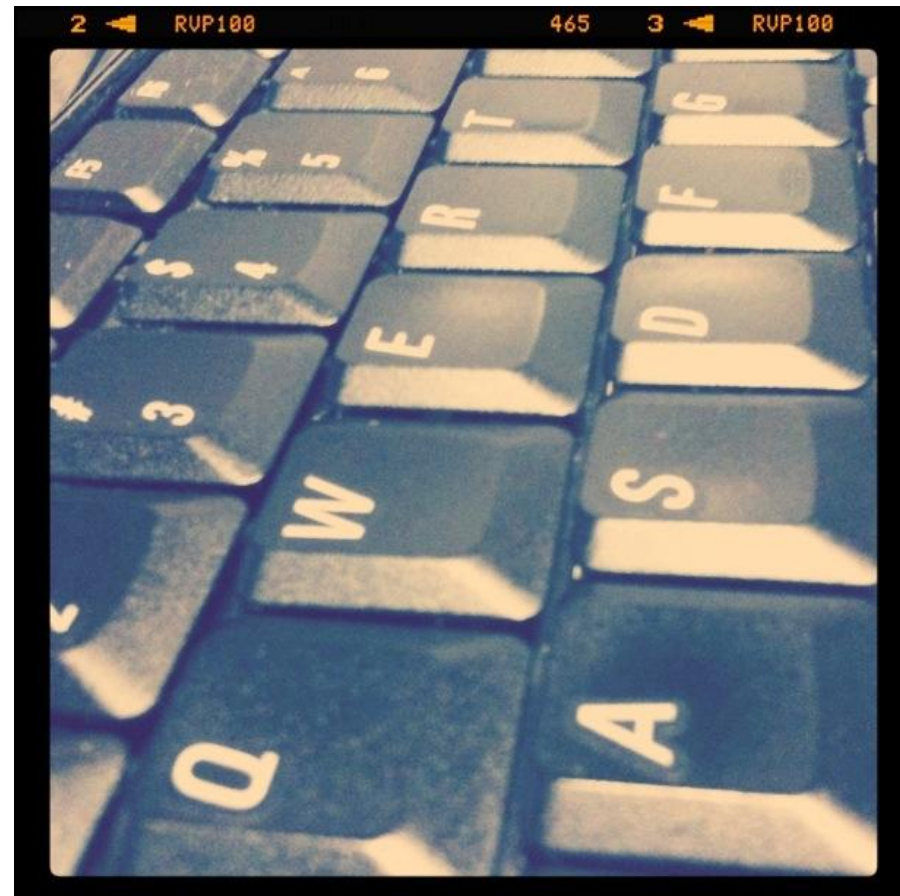
Step #2: The Vision Thing

- A tangible vision statement can get you moving and keep you moving
 - Creating a Company Vision (article)
 - Inc.com/magazine/20110201/creating-a-company-vision.html
 - Read it. Do it.



Step #3: Writing It Down

- Write down your plan
 - Align your long term vision with the short term objectives, strategies, goals and actions
 - Build your Simple Strategic Plan



The SSP: Simple is Powerful

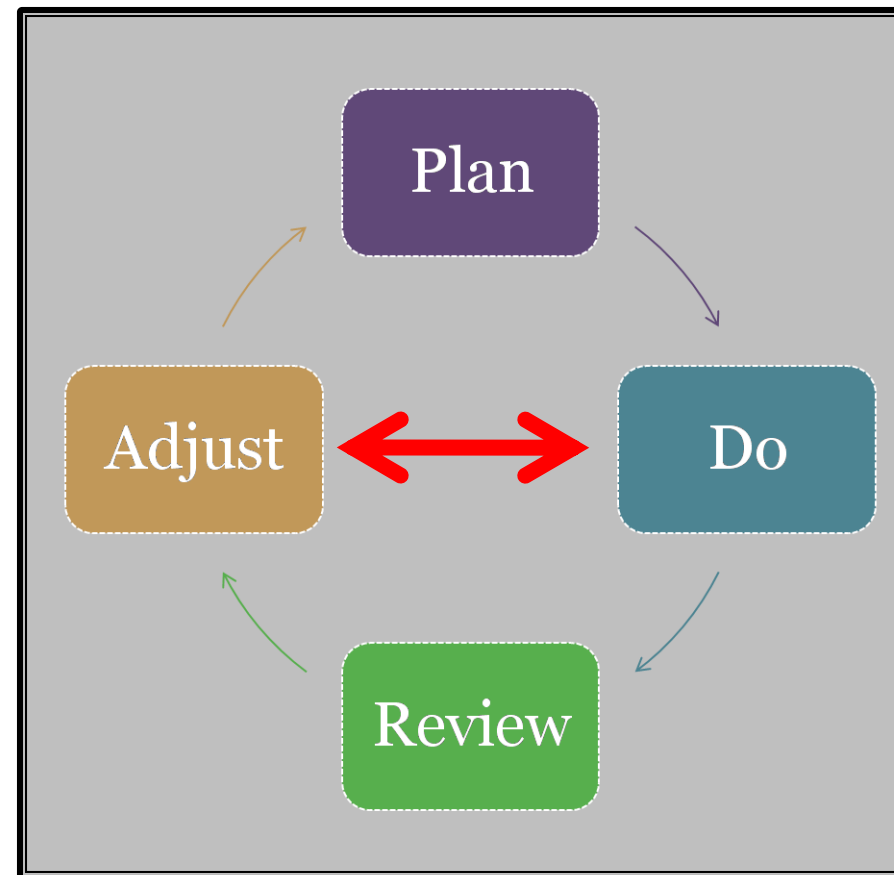


- Simple Strategic Plan
 - WoosleyCoaching.com/SSP
- Features of Effective Planning Tools
 - Breakdown to Breakthrough
 - Do what works
 - Flexibility is key



Step #4: Execution

- You must pull the trigger
 - Remember the “fire”
- Execute on a cycle



Prioritization and Daily Action



- Your plan guides your actions – you are in control!
- At the most basic level, do at least one thing each day that moves you and your team forward
 - What has the most impact?
 - What is the most important thing you can do now?



Summary

- Begin with the End in Mind
- Create a Tangible Vision
- Write Out Your Plans
- Pull the Trigger and Execute!



Simple Homework – 30 Days

- List 1-3 things you need to accomplish over the next 30 days
- Things you will feel disappointed about if they aren't completed
- Write them down, review them daily and get them done!



Thank you, Deb Ingino!

Questions?

