

ACHIEVING YOUR WILDLY  
IMPORTANT GOALS

The  
4 Disciplines  
of  
Execution



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# THE 4 DISCIPLINES OF EXECUTION

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# DISCIPLINE #1

## FOCUS ON THE WIG

- WIG: WILDLY IMPORTANT GOAL.
- THIS IS THE DISCIPLINE OF FOCUS!
- SELECT 1 (NO MORE THAN TWO) WIGS.
- IT IS IMPOSSIBLE TO IMPROVE EVERYTHING AT ONCE.
- BE CLEAR TO YOURSELF AND YOUR TEAM THAT THIS IS THE GOAL THAT MATTERS MOST.

# DISCIPLINE #2

## ACT ON LEAD MEASURES

- MEASURE OF THE MOST HIGH-IMPACT THINGS YOU OR YOUR TEAM CAN DO TO REACH THE GOAL.
- MEASURE NEW BEHAVIORS THAT WILL DRIVE SUCCESS ON THE LAG MEASURES.
- 2 BASIC CHARACTERISTICS
  - PREDICTIVE OF ACHIEVING THE GOAL
  - CAN BE INFLUENCED BY THE TEAM MEMBERS.
- EXAMPLE:
  - LOSE 20 POUNDS IS A LAG MEASURE
  - LIMIT OF DAILY CALORIES AND X NO. OF HOURS OF EXERCISE A DAY ARE LEAD MEASURES



## DISCIPLINE #3

### KEEP A COMPELLING SCOREBOARD

- THIS IS THE DISCIPLINE OF ENGAGEMENT.
- KNOW IF YOU ARE WINNING OR LOSING.
- THE HIGHEST LEVEL OF PERFORMANCE ALWAYS COMES FROM THE PEOPLE WHO ARE EMOTIONALLY ENGAGED.
- THE HIGHEST LEVEL OF ENGAGEMENT COMES FROM KNOWING THE SCORE.

## DISCIPLINE #4

### CREATE A CADENCE OF ACCOUNTABILITY

- THE MAGIC IS IN THE CADENCE.
- UNLESS WE CONSISTENTLY HOLD EACH OTHER ACCOUNTABLE, THE GOAL NATURALLY DISINTEGRATES IN THE WHIRLWIND .
- THE CADENCE OF ACCOUNTABILITY IS A RHYTHM OF REGULAR AND FREQUENT CHECK-POINTS.
- REVIEW WITH A TEAM WEEKLY NO MORE THAN 20-30 MINUTES.

# SO WHAT NEXT? HERE IS MY CHALLENGE.

- GET YOUR OWN COPY OF THE BOOK. LEARN AND START EXECUTING.
- JOIN ME ON [FACEBOOK.COM/YEAROFCHANGE2018](https://www.facebook.com/yearofchange2018)
- WEB RESOURCE: [HARRYNIETO.COM](http://harrynieto.com)
- IF YOU DO NOT HAVE A TEAM, GET AN ACCOUNTABILITY PARTNER TO HELP KEEP THE CADENCE GOING.
- LET'S PLAN A BREAK-OUT SESSION AFTER OUR MEETING ON FEB. 9<sup>TH</sup> FOR A BOOK DISCUSSION AND WIG REVIEW.