

GETTING WHAT YOU WANT

What are the end results you are hoping to achieve? What do you really want? This tool will help you define the steps you will need to take to get what you want and the measurables for tracking those procedural steps or activities.

Instructions: State the desired end result, in the box at the far right. In the boxes to the left, define the activities immediately preceding and leading to the end result including the measurables that specify how much or to what level each activity needs to be completed. Further develop your process with the 3-Step Process Documenter™, circle key measurables and add them to your leadership team, departmental or individual scorecard, or define the critical steps to achieve your Rock.

