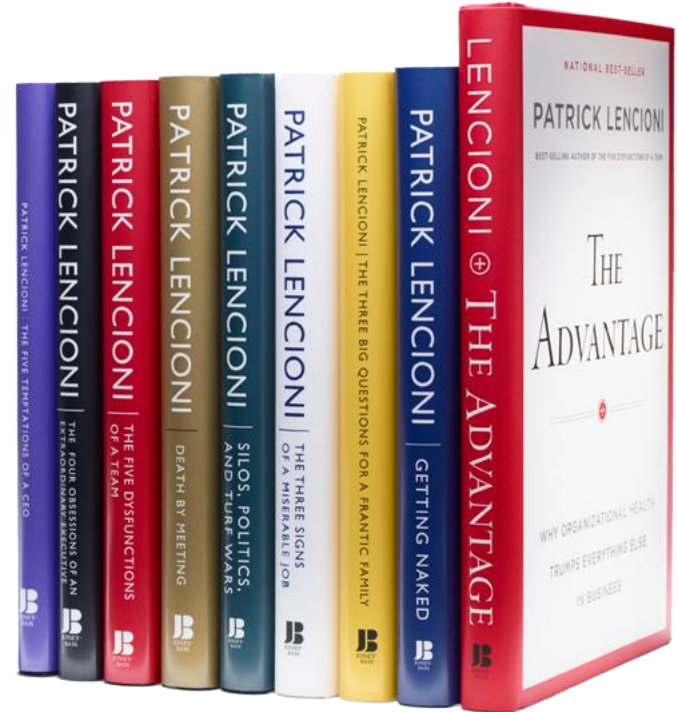


  
 **table** group

# The Competitive

# Advantage of

# Teamwork



# TWO REQUIREMENTS FOR SUCCESS

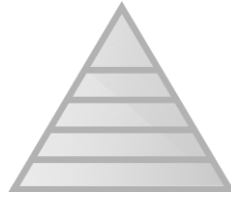
## SMART

- ⊕ Strategy
- ⊕ Marketing
- ⊕ Finance
- ⊕ Technology

## HEALTHY

- ⊕ Minimal Politics
- ⊕ Minimal Confusion
- ⊕ High Morale
- ⊕ High Productivity
- ⊕ Low Turnover

THE FOUR  
DISCIPLINES  
OF A HEALTHY  
ORGANIZATION



# THE SIX CRITICAL QUESTIONS

1 WHY DO WE EXIST?

2 HOW DO WE BEHAVE?

3 WHAT DO WE DO?

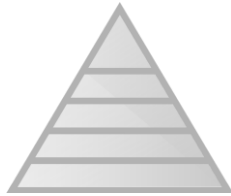
4 HOW WILL WE SUCCEED?

5 WHAT IS MOST IMPORTANT, RIGHT NOW?

6 WHO MUST DO WHAT?

CREATE  
CLARITY

# THE FOUR DISCIPLINES OF A HEALTHY ORGANIZATION



- 1 WHY DO WE EXIST?
- 2 HOW DO WE BEHAVE?
- 3 WHAT DO WE DO?
- 4 HOW WILL WE SUCCEED?
- 5 WHAT IS MOST IMPORTANT RIGHT NOW?
- 6 WHO MUST DO WHAT?



# OVERCOMING THE FIVE DYSFUNCTIONS



# OVERCOMING THE FIVE DYSFUNCTIONS



## The Role of the Leader...

Collective  
Outcomes

Difficult Convos

Clarity & Closure

Mine for it

Go First



## 4 H's – BUILDING TRUST

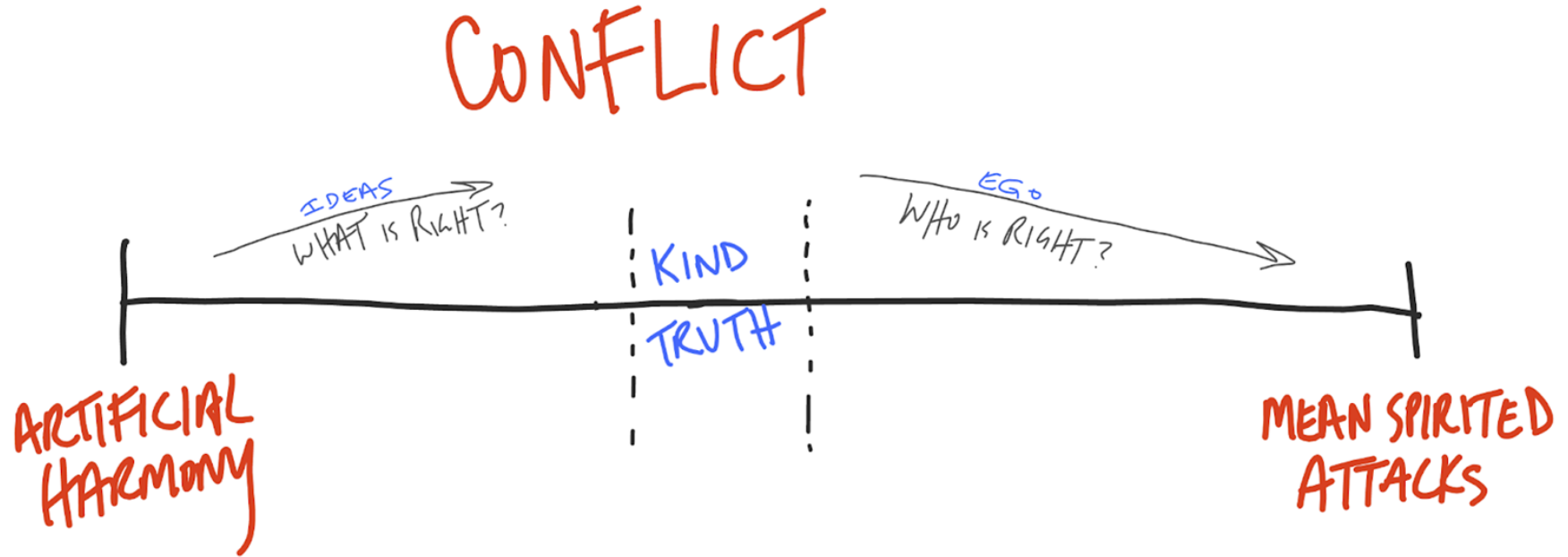
Home.

Hero.

Heartbreak.

Highlight.

# CONFLICT CONTINUUM – CONFLICT



# THE SIX CRITICAL QUESTIONS

1

WHY DO WE EXIST?

4

HOW WILL WE SUCCEED?

2

HOW DO WE BEHAVE?

5

WHAT IS MOST IMPORTANT, RIGHT NOW?

3

WHAT DO WE DO?

6

WHO MUST DO WHAT?

# THE SIX CRITICAL QUESTIONS

**1** WHY DO  
WE EXIST?

**Where futures start.**

# THE SIX CRITICAL QUESTIONS

2

HOW DO  
WE BEHAVE?

- **Open**
- **Curious**
- **Positive**
- **Brave**
- **Progressive**

# THE SIX CRITICAL QUESTIONS

1

WHY DO  
WE EXIST?

4

HOW WILL  
WE SUCCEED?

2

HOW DO  
WE BEHAVE?

5

WHAT IS MOST  
IMPORTANT,  
RIGHT NOW?

3

WHAT DO  
WE DO?

6

WHO MUST  
DO WHAT?