Intuit - How the Best Get Better.

More information

- Ted Talk: Why the majority is always wrong
- Ted Talk: Strategic Quitting
- Books
  - Power of Preeminence
  - How successful engineers become great business leaders

1 Mindsets

- What has got you here, won't get you there
- You don't have to be sick to get better

2 Foundations

- Razor's Edge
  - Power laws
  - Small input differences result in major outcome differences

3 Clarity

- The Columbus Principle
- Vision versus Connection
  - High Performance
    - Consistent
    - Big Goals
    - Laziest way possible
  - Ivory Tower
  - Kumbaya
  - Stuck
- Quick goal exercise
  - Alignment in team
  - 30 seconds
- 10 goal exercise

4 Valley of Death

- Principle
  - What happens with your energy between setting a goal and achieving a goal
  - Focus on maintaining high energy

5 Focus

- 1440
- Strategic Quitting
  - Highest and Best Use of Time
    - Skill
    - Passion
    - Value creation
  - Zero Based Thinking
    - Which current activities wouldn't I get into if I could do it all over again?
- Application
  - Delegation
    - Give work to someone for whom it is play
    - Build on strengths
  - Elimination
    - Don't do something which shouldn't be done
  - Outsourcing
    - System
    - Third Party
- Hannibal Mindsets
  - Owners versus Victims
  - Kryptonite Behaviors reduce Ownership
    - Adding too much value
    - Listening to reply
    - Winner's obsession

6 Execution

- Will it make the boat go faster?
- Execution Habits
  - Eat your frog

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