

KPMG - How the Best Get Better.

1 Mindsets

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

2 Foundations

Thinking Biases

- Turkey thinking
 - Past results are a bad indicator of future results
- Dunning-Kruger effect
 - More good data means you're close to the edge
 - Less you know, the more you think you know
 - 70% of all strategic initiatives fail to achieve their intended goals

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
- Lizard versus NeoCortex
- Focus on maintaining high energy

More information

Ted Talk: Why the majority is always wrong [↗](#)
Ted Talk: Strategic Quitting [↗](#)
Power of Preeminence [↗](#)
How successful engineers become great business leaders [↗](#)

6 Execution

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

5 Focus

Strategic Quitting

- 1440
- 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
 - Elimination
 - Build on strengths
 - Don't do something which shouldn't be done
 - Outsourcing
 - System
 - Third Party
- Hannibal Mindsets
 - Owners versus Victims
 - Kryptonite Behaviors reduce Ownership
 - Yes, but...
 - Listening to reply
 - Adding too much value
 - Excuses
 - Negativity