



Best Practices in Creating Goals and Managing Your Team to Exceed Them

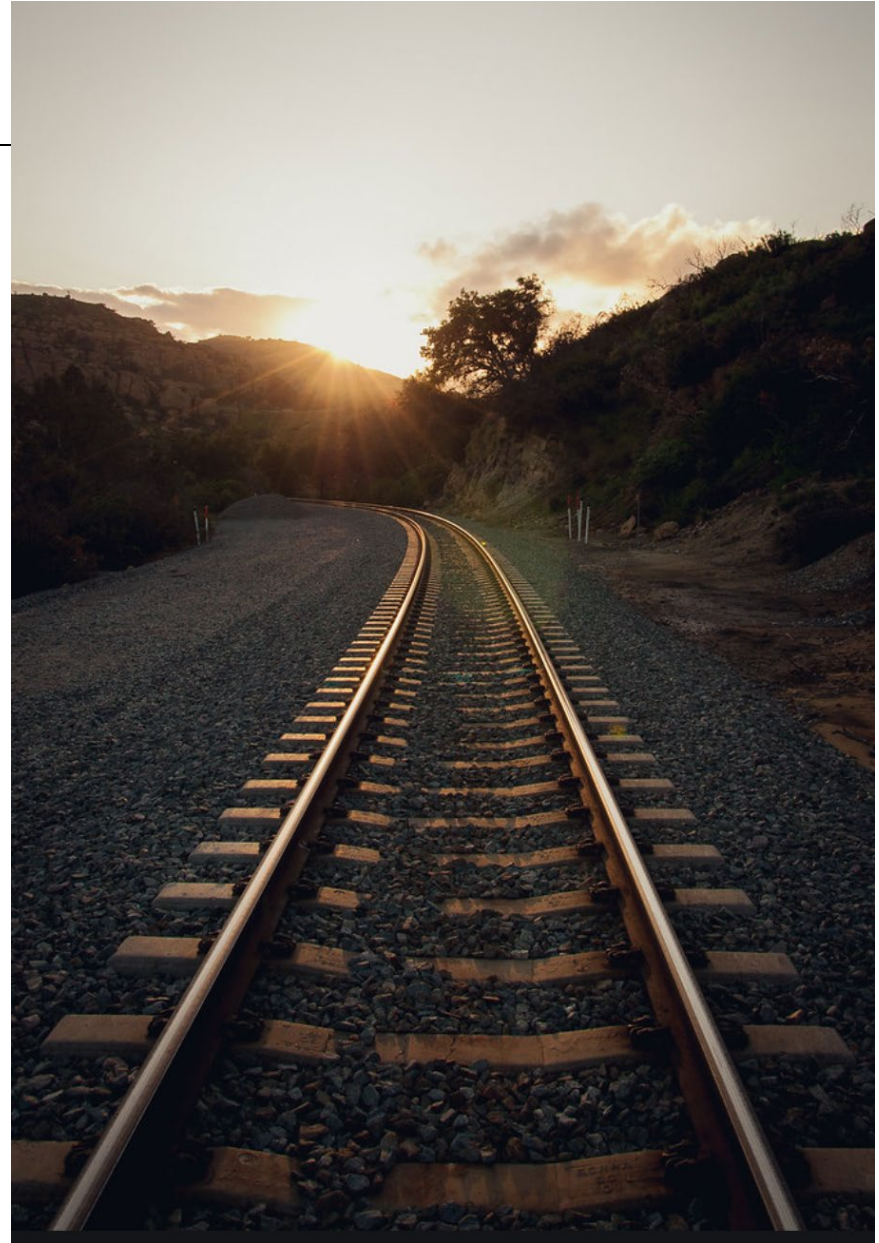




Introductions

- Matt Cohen - CC Electro
- Bill Steward - ETA
- Tom Vanderheyden - TTI

- Scott Lindberg – Quell





QUARTZ

FOCUS

Why Bill Gates and Warren Buffett are so successful, in one word



📷 Never lower the guard. (Reuters/Rick Wilking)

This post originally appeared at LinkedIn, by Greg McKeown

Focus

- **Deliberate strategy**
 - where leaders develop a clear vision and map this to long, medium and short term goals
 - (focus as a noun);
- **Emergent strategy**
 - where people respond to unanticipated problems and opportunities
 - (focus as a verb)





Our topic

Best Practices in Creating Goals (Focus) and Managing Your Team to Meet/Exceed Them



Goal Setting





Management Styles





Process and Execution



Questions and Answers...





Thank You!

