

# Resources

## Description

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## Articles

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### **Result Leaders for Program Teams Application**

The Results 1st Results Leadership Team Program will equip participants with the tools they need to define, track, verify and report on the results they achieve.

### **Sparkplug Self-Profile**

Here’s an informal way for you to take a look at yourself as a person who leads Results First by example.

## **Assumptions for Innovations**

A set of principles to use, beginning with the premise that innovation is not about what is new. It is about what is better.

## **Collaboration vs. C-Three**

The other C words (cooperation, coordination, and communication) suggest ways to manage different units or viewpoints. Collaboration is different —seeking to create results that the individual people or groups involved could not, by themselves, achieve.

## **Describing Work...The Job vs. The Result.**

Why and how descriptions of what a person is to achieve set a very table than those that focus on their duties and activities.

## **Energy in Organizations**

A look at the scarcest resource in an organization and how to build it.

## **Informing vs Persuading**

If you seek to build awareness you are in the business of informing. If you want persons to do something with the awareness they gain, you are in the persuasion business. These pursuits are different.

## **Missions, Visions, Beliefs – Rekindling the Flame**

Why most mission statements fall flat and sound just those of many other groups. And how to change that.

## **Strategy and Planning**

A short piece on why strategy does not apply until you have a result in mind.

## **Result Based Consulting**

Consultants are people from whom we buy time. In a surprising number of cases (such as that of law firms billing corporations), little cost-control is exercised, and every hour spent by every associate is revenue to the consulting firm.

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