

MODULE 3 | SESSION 17
The Secret to Better Results

God save us from vague generalizations! ~ Anton Chekhov


In this Module, we have been looking at the reasons leaders struggle to apply learning. In the last session, I showed you 3 challenges every leader must confront to apply learning to their life and work.

In this session, I'll show you the first of 2 tools which will dramatically improve your interactions and your productivity and results at work.

PRINCIPLE OF SPECIFICITY

CURRENT EFFORT
+
MORE SPECIFICITY
=
BETTER RESULTS

If you're not getting the results you desire, get more specific.

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WHY SPECIFICITY WORKS

MORE SPECIFICITY
↓
ACCOUNTABILITY
SELF-ACCOUNTABILITY
↓
BETTER RESULTS

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Specificity produces a higher level of _____.

Accountability yields more _____.

To get better results, get more _____.

1. With what you want to _____.
2. With _____ you want to accomplish it
3. With _____ you're going to do it
4. About the _____ you need
5. With who you need help from

Fast Action Steps

1. What is one area where you are not getting the results you desire?
2. What is one way you can you get more specific in that area today?
3. Try it and see what happens.