

# ENTERPRISE COMMITMENT FLASHCARDS

Cut these out and distribute them to members of your team. Keep one in your wallet or purse and refer to it often, particularly when you need a reminder of the Enterprise Commitment.

## The Enterprise | **Commitment**

“When working in a team or group environment, I will place the interests of the enterprise above my personal interests.”



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# VISIONARY LEADER FLASHCARDS

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Leading as a <b>Visionary</b>		Working with a <b>Visionary</b>
<b>Visionary Assets</b> <ul style="list-style-type: none"><li>Vision</li><li>Flexibility</li><li>Courage</li><li>Simplicity</li><li>Dispatch</li></ul>	<b>Visionary Challenges</b> <ul style="list-style-type: none"><li>Boredom with detail</li><li>Need for ownership</li><li>Extremes of commitment</li><li>Talking to think</li><li>Lack of structure</li><li>Shiny blue ball syndrome</li><li>High-level perspective = Time-lapse distortion</li></ul>	<ul style="list-style-type: none"><li>Be selective in their involvement.</li><li>Don't judge, just listen.</li><li>Allow them their vanities.</li><li>Ask, don't tell.</li><li>Allow them to use the turf.</li></ul> <p>Visit <a href="http://predictablesuccess.com/visionary">http://predictablesuccess.com/visionary</a> to learn more.</p> 
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# OPERATOR LEADER FLASHCARDS

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Leading as an <b>Operator</b>		Leading as an <b>Operator</b>
<b>Operator Assets</b> <ul style="list-style-type: none"><li>Prioritizing &amp; Capacity</li><li>Reality check</li><li>Simplification</li><li>Transition to action</li><li>Execution</li></ul>	<b>Operator Challenges</b> <ul style="list-style-type: none"><li>Impatience</li><li>Shortcuts and workarounds</li><li>Asks forgiveness, not permission</li><li>Verbal compliance, active non-compliance</li><li>Lack of structure</li><li>Becoming a bottleneck</li></ul>	<p>Be there with your team (physically, mentally, emotionally). Provide focused contributions. Be disciplined in your execution. Show respect for process. Apply the Enterprise Commitment.</p> <p>Visit <a href="http://predictablesuccess.com/operator">http://predictablesuccess.com/operator</a> to learn more.</p> 
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Leading as an <b>Operator</b>		Leading as an <b>Operator</b>
<b>Operator Assets</b> <ul style="list-style-type: none"><li>Prioritizing &amp; Capacity</li><li>Reality check</li><li>Simplification</li><li>Transition to action</li><li>Execution</li></ul>	<b>Operator Challenges</b> <ul style="list-style-type: none"><li>Impatience</li><li>Shortcuts and workarounds</li><li>Asks forgiveness, not permission</li><li>Verbal compliance, active non-compliance</li><li>Lack of structure</li><li>Becoming a bottleneck</li></ul>	<p>Be there with your team (physically, mentally, emotionally). Provide focused contributions. Be disciplined in your execution. Show respect for process. Apply the Enterprise Commitment.</p> <p>Visit <a href="http://predictablesuccess.com/operator">http://predictablesuccess.com/operator</a> to learn more.</p> 
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Leading as an <b>Operator</b>		Leading as an <b>Operator</b>
<b>Operator Assets</b> <ul style="list-style-type: none"><li>Prioritizing &amp; Capacity</li><li>Reality check</li><li>Simplification</li><li>Transition to action</li><li>Execution</li></ul>	<b>Operator Challenges</b> <ul style="list-style-type: none"><li>Impatience</li><li>Shortcuts and workarounds</li><li>Asks forgiveness, not permission</li><li>Verbal compliance, active non-compliance</li><li>Lack of structure</li><li>Becoming a bottleneck</li></ul>	<p>Be there with your team (physically, mentally, emotionally). Provide focused contributions. Be disciplined in your execution. Show respect for process. Apply the Enterprise Commitment.</p> <p>Visit <a href="http://predictablesuccess.com/operator">http://predictablesuccess.com/operator</a> to learn more.</p> 
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# PROCESSOR LEADER FLASHCARDS

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Leading as a <b>Processor</b>		Leading as a <b>Processor</b>
<b>Processor Assets</b> Consistency and repeatability Scalability Accuracy Control Clinical perspective	<b>Processor Challenges</b> Invariable pace Resistance to risk and change Overanalysis Default to no Lagging indicator Becoming a bottleneck	Consider risk (evaluate potential benefits). Share priorities (consider shifts). Listen for what's important. Disciplined decision making (set limits). Apply the Enterprise Commitment.  Visit <a href="http://predictablesuccess.com/processor">http://predictablesuccess.com/processor</a> to learn more.
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<b>Processor Assets</b> Consistency and repeatability Scalability Accuracy Control Clinical perspective	<b>Processor Challenges</b> Invariable pace Resistance to risk and change Overanalysis Default to no Lagging indicator Becoming a bottleneck	Consider risk (evaluate potential benefits). Share priorities (consider shifts). Listen for what's important. Disciplined decision making (set limits). Apply the Enterprise Commitment.  Visit <a href="http://predictablesuccess.com/processor">http://predictablesuccess.com/processor</a> to learn more.
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# SYNERGIST LEADER FLASHCARDS

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Leading as a <b>Synergist</b>		Leading as a <b>Synergist</b>
<b>Synergist Assets</b>  Inherent Enterprise Commitment High EQ Understands dynamics of group interactions Persuasive without being manipulative Shares affinities with Visionaries and Processors	<b>Synergist Challenges</b>  Overemphasis on consensus Overvaluing loyalty / commitment Perception of tolerating underperformance Losing sight of operational goals Perception of 'not doing anything' Breaching 'people firewalls' Time / productivity management Clashes with Operators	Focus on organizational goals. (Balance relationships and results.) Recognize relationship differences (across styles). Respect people's firewalls. Promote action and results. Apply the Enterprise Commitment. (Get results through people.)  Visit <a href="http://predictablesuccess.com/synergist">http://predictablesuccess.com/synergist</a> to learn more.  
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Leading as a <b>Synergist</b>		Leading as a <b>Synergist</b>
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