

Top 10 Performance Hurdles

“The first four reasons why most plans fail can be addressed in a well-run annual or strategic planning session. The five middle items require a culture of accountability, starting at the top. The tenth item is the only one on the list that’s outside your control.”

~ Greg Bustin

1. Goals fail to address meaty issues or they’re unattainable
2. Goals are poorly defined and lack clarity
3. Lack of real commitment to the plan
4. Lack of clear responsibilities with the right people in the appropriate positions
5. The wrong people are in the right positions...or the right people are in the wrong positions
6. Lack of money to execute the plan
7. Lack of time to execute the plan
8. Lack of discipline to execute the plan
9. Failure to establish and enforce performance consequences
10. Changing market conditions

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