

# Foundational Model

## *4 Disciplines of Execution*<sup>®</sup> (4DX<sup>®</sup>)

Many people are good at setting goals; far fewer are effective at achieving goals. The 4 Disciplines form a tested, sequential process that helps individuals and teams achieve their Wildly Important Goals<sup>®</sup>. Embedded in the process are valuable principles and tools for decision making, problem solving, critical thinking, and being more effective.

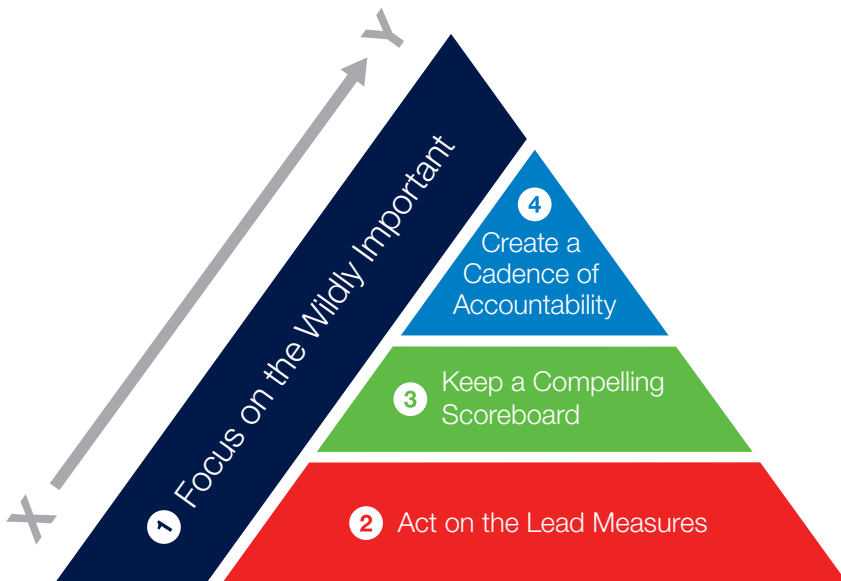
So, what are the 4 Disciplines?

**Discipline 1:** Focus on the Wildly Important

**Discipline 2:** Act on the Lead Measures

**Discipline 3:** Keep a Compelling Scoreboard

**Discipline 4:** Create a Cadence of Accountability



## **DISCIPLINE 1: FOCUS ON THE WILDLY IMPORTANT**

We want to get from the starting line to the finish line by a deadline—we call that getting “From X to Y by When.” To do it, we narrow our focus to just one or two goals that will close a big gap. We call these Wildly Important Goals®, or WIGs®.

## **DISCIPLINE 2: ACT ON THE LEAD MEASURES**

Once we establish our WIG, we identify and act on one or two high leverage strategies that will drive it. These are activities and behaviors that we can influence and that we can say with confidence, “I predict if I do this thing, I’ll achieve my WIG.”

## **DISCIPLINE 3: KEEP A COMPELLING SCOREBOARD**

If we really want to achieve our WIG, we have to know how we’re doing on a regular basis. So, we create and keep a scoreboard where we track our lead measures and the progress we are making to our goal. The scoreboard helps us know when to adjust our strategy along the way and makes it easy to hold each other accountable.

## **DISCIPLINE 4: CREATE A CADENCE OF ACCOUNTABILITY**

This is where the fun begins. To ensure we are achieving our goal, we huddle up once a week. We share our scoreboard and report on how well we are doing. We account to each other and make new commitments for the next week so we stay on track.