

5 STEPS TO BUSINESS MASTERY

ABOVE THE LINE:
What needs to be in place before we act

STEP 1 THINKING

Businesses
and teams

Your Awareness

Awareness of self and others
Leading yourself and your team/business
Ideal future team and business

Unconscious and conscious behaviours of the team
Self-regulation of you and your teams
Quality of thinking

STEP 2 HEADSPACE

Visionary
D Energy
WHY Factor
Head & Hear

Your Mindset

Vision of your team/business - where is it heading?
Mission - why does your business/team exist?
Values - what do you care about?
Goals - what are you here to achieve?

Attitudes - of you and your team
Beliefs - what is and isn't possible
Standards - of you and your team/business
Expectations - of you and your team/business
Emotional aptitude - yours and your teams

QUALITATIVE BEST PRACTICES
words & meanings

STEP 3 INSTRUCTIONS

Architect
S energy
HOW Factor
Systems & Structure

Your "How To" Guide

Categories we can impact and influence:

- divisions/departments/areas of impact within a department

Benchmarks of success:

- best practice/benchmarks of excellence/KPIs

The infrastructure you can access:

- infrastructure/physical environment/equipment/systems

Strategies we could and should be applying:

- operations manual/checklists/templates/
procedures/policies/plans

QUANTITATIVE BEST PRACTICES
numbers & measurement

STEP 4 NOW, NOT LATER

Dynamo
C energy
WHAT Factor
Implementation

Taking Action

Actions, decisions & processes that actually occur:
What you do and when you do it
How you decide it's done
Evidence for completion
What you focus on
Motivating the team

Are you looking at things long or short term?
Whether and how you report your results
What actually happens
Team strengths & gaps
Flexibility and accountability

BELOW THE LINE:
What we actually do

STEP 5 KEY PEOPLE

Collaborator
I energy
WHO Factor
Manage People

Communication & Connection

What skills do the team/business have?
How are those skills assessed and developed?
Can they go beyond their current skills?
How often are they mentored & coached?
What's expected of them within this?

Leadership
Mentoring
Coaching
Developing
Guiding



www.thinkingleaders.com

Adapted from Meta Dynamics TM
Critical Alignment Model by The Coaching Institute