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Focus

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Avoiding Disasters

Many business disasters are avoidable. By "disaster," I mean a situation that could imperil continued operations. I notice the following common management failures when reviewing avoidable business problems, major or minor.

- Lack of discipline. Failure to follow the company's own policies and procedures, or sound business principles. The leader becomes distracted and key subordinates do not - or cannot - compensate for this lack or focus. Or, the leader fails to require accountability and use of proper procedures by subordinates.
- Did not "Take up homework." Verification of important processes or actions was not properly carried out.
- Poor internal communications. Most importantly, failure to ask enough clarifying or leading questions. Assuming too much.

These may seem trivial, but are in fact insidious threats because their consequences are usually not immediately apparent. It is like "over-driving" your vehicle headlights at night: You will be fine until there is an object in the road, and then there is not time to stop.

Simple truths need little elaboration.

Tom Wagner

We help clarify options so our clients
identify the Right Questions
and solve the Right Problems.

Call us at 800 422-1374 to learn more.

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