



Home

Mission ▾

Services ▾

Testimonials

Clients

About ▾

You Are Here: JUL 2005



Focus

A Newsletter published for clients and friends of Wagner Consulting Group

JUL 2005

VOL. IX, NO. 1

Growth Disciplines

"On the back cover of the final issue of The Whole Earth Catalog was a photograph of an early morning country road, the kind you might find yourself hitchhiking on if you were so adventurous. Beneath it were the words: 'Stay Hungry. Stay Foolish.' It was their farewell message as they signed off. I have always wished that for myself. And now, as you graduate, I wish that for you."

—Steve Jobs, June 2005 Stanford University commencement address

Page Links

Case Studies
 Signup for our free newsletter
 Newsletter Archives
 Downloads

Steve Jobs used his personal experience as founder, former CEO, and current CEO of Apple Computer to urge Stanford graduates to find and carry out work about which they are passionate. Good advice. But passion without discipline can lead to bad outcomes. Successful growth companies (firms that prosper in good times and bad) consistently excel at four disciplines.

Performance standards which permeate the environment are the first discipline. You can feel the intensity as people push themselves to do more. The costs of mediocrity are well known, and leaders have little tolerance for indifferent performance.

The second discipline is **leaders who model the behavior** they want to see in others. Subordinates closely note what gets the leader's attention, and behave accordingly.

Focus is the third discipline. Clear and unwavering priorities, with a relentless focus on execution, is a hallmark of companies that consistently deliver good results.

Finally, the best growth companies are maniacal about recruiting, developing, and retaining great **talent**. They constantly assess their people to identify rising stars and weed out underperformers.

All companies can consistently thrive, but only a few exhibit the will to exercise the necessary discipline.

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.

Copyright 2006, Wagner Consulting Group, Inc.

[Home](#) | [Mission](#) | [Services](#) | [Testimonials](#) | [Clients](#) | [About](#)

Copyright 2011 Wagner Consulting Group, Inc. - (800) 422-1374