

10 STEPS OF GREAT GAME IMPLEMENTATION



- 1 Begin with the Right Leadership**
If you're not prepared to learn, teach, share, and be involved, The Game will not work for you.
- 2 Share the Why Before the How**
People get much more excited about the How when they clearly understand the Why.
- 3 Open the Books**
Take it beyond just sharing numbers and begin to build trust and mutual respect through transparency and education.
- 4 Focus on the Critical Number™**
Define the win - and get clarity on what's most important and critical to success.
- 5 Act on the Right Drivers**
Create line-of-sight and ask people what they can do today to make a difference.
- 6 Create an Early Win - MiniGames™**
Give people a chance to win early and win often.
- 7 Provide a Stake in the Outcome®**
Define 'What's in it for me' and communicate, communicate, communicate.
- 8 Keep Score**
Are we winning or losing?
- 9 Follow the Action**
Develop a communication rhythm and hold each other accountable for results.
- 10 Apply High-Involvement Planning™**
People support what they help create.