



Competencies that are addressed:

PRIMARY COMPETENCY CATEGORIES:

- **Results Oriented**—
Passionate about winning. Dedicated to achieving all-win solutions to situations.
- **Accountability**—
Demonstrates personal responsibility. Holds self and others accountable for outcomes that are in alignment with the direction of the organization.

RELATED COMPETENCY CATEGORIES:

- **Communication**—
Advances the abilities of individuals and the organization through active listening supported with meaningful oral and written presentation of information.
- **Initiative**—
Proactively makes things happen. Evaluates self and others and takes positive corrective action. Is self-disciplined.

Sustaining Measurable Success

SUMMARY

Business reality requires that people and organizations will have to constantly get more done, better, and faster, with fewer resources. You have to recognize what is working well and celebrate success, but current accomplishment is not enough. You also have to be able to identify obstacles to continuous improvement and create strategies to sustain success.

CONTEXT

The true impact of any training or development process takes place outside the meeting room. Sustaining positive habits in attitudes, skills, and behaviors is the true test of a change initiative for an organization. By focusing on real issues, you can create opportunities to improve existing processes, achieve breakthrough thinking, understand how to work more effectively together, and build on successes to assure lasting results.

At the completion of this module, participants will be able to:

- Clarify and communicate organizational breakthroughs
- Commit to continuous improvement
- Sustain new attitudes, skills, and behaviors

"The most valuable thing that most members acquire from training in our classes is an increased confidence in themselves, an additional faith in their ability to achieve."
—Dale Carnegie