

LEAD.WIN.

LAWS OF COMBAT

COVER & MOVE

- TEAMWORK • BREAKING DOWN SILOS • IF THE TEAM FAILS, EVERYONE FAILS • **RELATIONSHIPS**

SIMPLE

- SIMPLIFY THE MISSION • COMMUNICATION: SIMPLE, CLEAR, CONCISE
- IF PEOPLE DON'T UNDERSTAND, THEY CAN'T EXECUTE • **READBACK**

PRIORITIZE & EXECUTE

- RELAX, LOOK AROUND, MAKE A CALL • EXECUTE HIGHEST IMPACT TASK • **DETACH**

DECENTRALIZED COMMAND

- EVERYONE LEADS • DON'T WAIT FOR ORDERS; LEAD
- TEAM MUST UNDERSTAND NOT JUST WHAT TO DO BUT **WHY**

MINDSETS FOR VICTORY

DEFAULT: AGGRESSIVE

- MAKE THINGS HAPPEN • MOVE FAST • SEIZE INITIATIVE
- MITIGATE RISK • **SOLVE PROBLEMS**

INNOVATE AND ADAPT

- NEW TACTICS EMERGE • TECHNOLOGY EVOLVES • EDUCATE YOURSELF
- **EMBRACE AND DRIVE CHANGE**

HUMILITY

- EGO IS THE NUMBER ONE KILLER IN BUSINESS & LIFE • **CHECK YOUR EGO**

DISCIPLINE EQUALS FREEDOM

- BEING DISCIPLINED WITH HIGH STANDARDS LEADS TO MORE FREEDOM • **SELF DISCIPLINE IS THE KEY**

EXTREME OWNERSHIP

- NO EXCUSES • NO BLAMING OTHERS • **OWN ALL PROBLEMS**

HOW TO TAKE OWNERSHIP

1. EXPLAIN THE PROBLEM

What is the real problem you are trying to solve?

2. DESCRIBE THE CONSEQUENCE

What are the consequences if this problem persists? What is the impact on the team?

3. TAKE OWNERSHIP

How did you contribute to this problem? Remember, take **FULL** ownership.

4. PROVIDE A SOLUTION

What solutions will you implement to solve this problem, both tactically and strategically?

5. FACILITATE IMPLEMENTATION

Put your solution into **ACTION** and make iterative changes as needed to ensure solutions are implemented and this problem is resolved.

IT'S ABOUT YOU