

The Appriser

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10 Correcting Questions

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Here are 10 correcting questions organizational leaders might ask themselves, especially if they are banging their heads against the wall for breakthrough strategy; shouting at the air hoping it will listen because, God knows, stakeholders are not; and if the craziness of the new economy leaves them feeling helpless. Go ahead . . . discuss them among yourselves.

1. What if growth comes after experimenting, failing, learning and bolstering? Even more, what if lasting growth depends on them?
2. Do you have a measure assigned to the word “breakthrough?” If not, how would you and your leadership team recognize that you have done so?
3. What if breaking through is not a patented, precisely repeatable process?
4. Might context-driven, personal or even in-person communication cut through the noise of e-mail blasts and communication clutter?
5. Do you really want to emulate the marketing behaviors of political parties?
6. When you try to act like Steve Jobs does it work?
7. What is the measure of your organization’s economy? Answer: something substantially larger than what your balance sheet and budget tell you.
8. Does your organizational dashboard have any measure associated with mission fulfillment?
9. Might it be that a pristine and improving balance sheet ranks higher than meeting budget or working to plan?
10. Can you spell entrepreneurship? Does it appear anywhere in your organization?

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