

12 SUCCESS FACTORS FOR AN ORGANIZATION

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	FACTORS	ACTIONS
1	Handling C_____	Figuring out what needs to be done and charting a course of A_____
2	Drive and R_____ orientation	Focusing on an outcome and driving for C_____
3	L_____ and manage people	Directing the work of M_____ others
4	Executorial E_____	Putting I_____ into action
5	Organizational U_____	Knowing how the organization W_____ and how to maximize it
6	Composure under P_____	Staying F_____ in the internal pressure cooker and still getting things done

7	Executive M_____	Always acting with maturity and good J_____
8	T_____ knowledge	Understanding and A_____ technical knowledge
9	Recruit and D_____ good people	Making the organization and individuals B_____
10	Positive P_____ skills	Knowing how to get along with people who are D_____
11	E_____ communication	Knowing how to C_____
12	Impact and I_____	Being able to get things done when faced with O_____

Acknowledgements: _____ Growing Global Executives—John R. Fulkerson
The 21st Century Executive—Rob Silzer

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