

## Great Game Huddle Notes

September 19<sup>th</sup>, 2017

Auditor Cindy Stein delivered an overview of Chapter 8 of “The Great Game of Business” by Jack Stack.

Chapter 8 is entitled “Coming Up With The Game Plan”. Jack Stack writes that the heart of the Great Game of Business is the annual game plan, a set of financial statements spelling out what you expect to do month by month for the entire year. If you have a game plan, you are able to come up with objective, quantifiable goals to shoot for. People have no target without a game plan.

For the plan to succeed, all players must be ready to make the plan work. They must want it to work, and they must be willing to do whatever it takes to win. The players must know that they can count on everyone else, and that everyone else is counting on them.

- Encourage everyone to participate. Ask people to contribute their ideas, goals, needs and concerns.
- Decide what winning means.
- Think about the obstacles ahead.
- Decide what you are willing to contribute.

The eighth higher law of business: **When people set their own targets, they usually hit them.**

The planning process is a time to think about the future and think about potential dangers that lie ahead so that they can be avoided. The game plan tells you if you are:

- Ahead of schedule.
- Behind schedule.
- Right on the money.
- Who is carrying the load.
- Who is falling behind.

A vague forecast is useless. People can't respond to it and you can't base plans on it. It's better to be wrong than vague.

The fifth higher law of business: **You gotta wanna.**