5 INATTENTION TO **RESULTS**

Members of dysfunctional teams...

- Stagnates/fails to grow
- Rarely defeats competitors
- Loses achievement-oriented employees
- Encourages team members to focus on their own careers and individual goals
- Is easily distracted

INATTENTION TO **RESULTS**

Dysfunctions and ways to overcome each one...

- Public declaration of results
 - Results-Based rewards
- Setting the tone for a focus on results from the leader

Members of trusting teams...

- Retains achievement-oriented employees
 - Minimizes individualistic behavior
 - Enjoys success and suffers failure acutely
 - Benefits from individuals who subjugate their own goals/interests for the good of the team
 - Avoids distractions

