



**Organizations don't execute unless the right people, individually and collectively, focus on the right details at the right time.”**

**-Larry Bossidy and Ram Charan  
Execution: The Discipline of Getting Things Done**



### **FranklinCovey Focus Solution**

Helps employees from top to bottom in your organization voluntarily and passionately focus and execute on your highest priorities.

### **FranklinCovey Synergy Solution**

Helps leaders and employees achieve superb results by pulling together at the highest levels of effectiveness and teamwork.

## Focus Solution

### Assessment

xQ Survey and xQ Leadership Debrief

### Learning (managers/leaders)

The 4 Disciplines of Execution

### Learning (all employees)

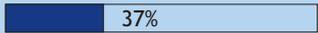
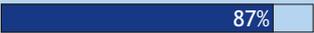
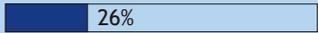
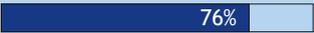
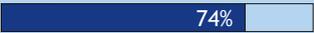
FOCUS : Achieving Your Highest Priorities

### Application Tool

FranklinCovey Planning System

## The FranklinCovey Focus Solutions

The Focus Solution unleashes the power of your workforce by enabling them to identify, focus on, and execute top business priorities. Compare below the productivity improvements achieved as a result of FranklinCovey training.

Key Behaviors	Before Training	After Training
Prioritizing job tasks	 37%	 87%
Identifying specific work goals	 26%	 76%
Planning every day	 17%	 74%

### The Focus Solution includes these specific offerings:

- The **xQ Survey**, which measures your organization’s Execution Quotient—how sharply your people focus on the organization’s “wildly important objectives” and whether or not they’re “getting it done.” The xQ Debrief shows leaders what specific actions for improvement are needed.
- **FOCUS: Achieving Your Highest Priorities** workshop, which teaches productivity skills integrated with a powerful planning system to help employees clarify, focus on, and execute the highest priorities—personally and professionally. The Focus Assessment, a pre- and post-evaluation, is also included for each workshop participant.
- **FranklinCovey Planning System**, available as: 1) the paper-based Franklin Planner®; 2) PlanPlus™ for Microsoft® Outlook® ; 3) FranklinCovey Planning Software; 4) Pocket PC or Palm™ handheld organizers.
- **The Aligning Goals for Results** workshop, which helps managers identify the highest priorities for their teams and then lead those teams to execute tasks day-after-day, week-after-week.

# Synergy Solution

**Assessment**  
xQ Survey and xQ Leadership Debrief

**Learning (managers/leaders)**  
The 4Roles of Leadership

**Learning (all employees)**  
The 7 Habits of Highly Effective People

**Application Tool**  
FranklinCovey Planning System

## The FranklinCovey Synergy Solutions

The Synergy Solution helps your employees and leaders work at the highest levels of interpersonal effectiveness through greater trust, teamwork, and unity. Consider the following improvements to inter-personal effectiveness achieved through FranklinCovey training.

Key Behaviors	Before Training	After Training
Seeking to understand the needs and concerns of others	60%	89%
Being open to other ways of doing things	65%	91%
Using the knowledge and skills of others to better accomplish tasks	58%	92%

### The Synergy Solution includes the following:

- **The xQ Survey**, which measures your organization’s Execution Quotient—how sharply your people focus on the organization’s “wildly important objectives” and whether or not they’re “getting it done.” The xQ Debrief shows leaders what specific actions for improvement are needed.
- **The 7 Habits of Highly Effective People®** workshop in various formats, including The 7 Habits® - Online Edition, which allows you to reach more employees than ever before with the flexibility of e-learning. Participants also complete The 7 Habits 360° Profile.
- **FranklinCovey Planning System**, available as: 1) the paper-based Franklin Planner; 2) PlanPlus for Microsoft Outlook; 3) FranklinCovey Planning Software; 4) Pocket PC or Palm handheld organizers.
- **The 4 Roles of Leadership®** workshop, which teaches the four critical abilities of true leaders: pathfinding, aligning, empowering, and modeling.