

Schaffer's

7 Mistakes while

Setting Expectations



1. Establishing too many goals.



2. Not requiring a plan for how and when goals will be achieved.



3. Failing to push for significant improvement for fear that people are already overwhelmed.



4. Not assigning a clear one person accountability for each key goal.



5. Signaling an unspoken “*if you possibly can*” at the end of a statement of expectation .



6. Accepting reverse assignments

“Sure boss, I can get it done if you will see to it that..”



7. Stating goals in a way that may not be measurable or definable.





Thanks!

“Not finance. Not strategy. Not technology. It is **teamwork** that remains the ultimate competitive advantage, both because it is so powerful and so rare.”

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