Good-To-Great Framework — Inputs & Outputs of Greatness

Inputs of Greatness
By Applying the Good-To-Great Framework

Stage 1:
Disciplined People
- Level 5 Leadership
- First Who, Then What

Stage 2:
Disciplined Thought
- Confront the Brutal Facts
- The Hedgehog Concept

Stage 3:
Disciplined Actions
- Culture of Discipline
- The Flywheel

Stage 4:
Building Greatness to Last
- Clock building, not Time telling
- Preserve the core & Stimulate Progress

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You Build The Foundations Of

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Outputs of Greatness
A Great Organization

Delivers Superior Performance
In business, performance is defined by financial returns & achievement of corporate purpose. In the social sectors, performance is defined by results & efficiency in delivering on the social mission.

Makes A Distinctive Impact
The organization makes such a unique contribution to the communities it touches and does its work with such unadulterated excellence that if it were to disappear, it would leave a hole that could not be easily filled by any other institution on the planet.

Achieves Lasting Endurance
The organization can deliver exceptional results over a long period of time, beyond any single leader, great idea, market cycle, or well-funded program. When hit with setbacks, it bounces back even stronger than before.

Collins, J. (2005) *Good to Great and the Social Sectors: A Monograph to Accompany Good to Great.* Boulder, CO: Collins.