

## Going Out of the Box to Deliver Results

Most of us know the limits and frustrations of being constrained by the box that are assigned to.

What do we do to break lose and contribute to performance?

First, reach out to the top and seek out what truly matters to the business at least from your boss' point of view. Ask the question, what can I do to help meet the company's goals.

Second, open your windows to the next team, person or department. Ask the question, what can I do to help or stop being an impediment to accomplishing your work.

Third, ask your team, the people you manage, supervise, what should I do help accomplish your goals or tasks.

By the way, in the most successful companies, they have reduced the levels of boxes. They have learned that the fewer the levels help in accomplishing results. Time and energy is reduced in protecting the boxes that we are assigned to.

