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Results Driving Driving results through others the Key users of Customer intelligence. 3 DRIIG Results tHROuGH OtHeRs One of the key skills necessary for driving results is the ability to get things done through others. In any organization there are countless people that use customer intelligence in their

### **Driving - Walker**

which results in confused priorities. • Leaders • announce and move on,• leaving the troops to guess and mind-read how to best execute. • Deeply rooted values, beliefs and behavior patterns are largely ignored, which people have come to trust and which continue to be rewarded, in spite of empty talk about doing things differently.

### **How to Drive Business Performance through Culture: The**

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