



**Welcome to Week 3**

**NINE LIES in NINE WEEKS**  
**Learning Series + Book Club**

# **LIE 3: THE BEST COMPANIES CASCADE GOALS**

## **Discussion Questions**

- 1. How have goals served you as an individual?**
- 2. What does our team use goals for? What does our organization use goals for?**
- 3. Why do you think organizations rely so heavily on cascaded goals?**
- 4. Where do you believe the responsibility lies to set and define goals? Why?**



## **TRUTH 3: THE BEST COMPANIES CASCADE MEANING**

### **Discussion Questions**

- 1. Why is 'meaning' a more powerful force than 'goals' to create alignment?**
- 2. How do you use meaning and purpose to set goals in your own life?**
- 3. How do the best companies cascade meaning across all their teams?  
How do we bring our shared meaning to life within our team?**
- 4. Why can we learn from imperfect people and companies?**

## TRUTH 3: Connect + Commit

What's your biggest breakthrough from this chapter?

What will you do differently on Monday?

- As a team member?
- As a leader?
- As a parent, partner, friend?

On Monday, I will **stop** \_\_\_\_\_

On Monday, I will **start** \_\_\_\_\_

Any questions we still have as a team?