

Worksheet

The Edge Team Training

Module 7 – Session 3

The 70–20–10 Rule

Why quantity first beats quality first.

EXERCISE 1.

Why do you think the 70–20–10 rule works?

- 70% of what we do is average
- 20% is poor
- 10% is amazing

EXERCISE 2.

Pick ONE area you could increase the quantity of what you do to learn faster and get to quality quicker: (Fail fast and learn quickly)

EXERCISE 3.

How intellectually honest are you?

1. Do you have an open attitude to new ideas and change– fresh viewpoints, contradictory evidence, and your own intellectual errors?

2. What would your team say about your answer?

3. Do you feel the need to protect your turf?

4. Do you tend to beat yourself up when you make a mistake?

5. How would it help you if you assumed you are wrong to some degree and try to be less wrong? How would this change the way you try something new?
