Flawless Execution: Use the Techniques and Systems of America's Fighter Pilots to Perform at Your Peak and Win the Battles of the Business World

James D. Murphy

Flawless Execution: Use the Techniques and Systems of America's Fighter Pilots to Perform at Your Peak and Win the Battles of the Business World

James D. Murphy

Flawless Execution: Use the Techniques and Systems of America's Fighter Pilots to Perform at Your Peak and Win the Battles of the Business World James D. Murphy
Your business can take a lesson from the American military's fighter pilots. At Mach 2, the instrument panel of an F-15 is screaming out information, the horizon is a blur, the wingman is occupied, the jet is hanging on the edge -- and yet fighter pilots routinely handle the stress. It's not much different in today's unforgiving business world. One slipup and your company is bankrupt before your employees know what hit them.

What works on the squadron level for F-15 pilots will also work for your marketing team, sales force, or research and development group. By analyzing the work environment and attacking its centers of gravity in parallel, you'll begin to utilize the Plan-Brief-Execute-Debrief-Win cycle that will rapidly impact your business's future success. U.S. fighter squadrons have been using this program for nearly fifty years to reduce their mistake rate, cut casualties and equipment losses, and rack up an envious victory record. Now, with *Flawless Execution*, your business can too.

Flawless Execution: Use the Techniques and Systems of America's Fighter Pilots to Perform at Your Peak and Win the Battles of the Business World Details

Date : Published May 23rd 2006 by HarperBusiness (first published May 10th 2005)
ISBN : 9780060834166
Author : James D. Murphy
Format : Paperback 240 pages
Genre : Business, Nonfiction, Leadership, Productivity

Download and Read Free Online Flawless Execution: Use the Techniques and Systems of America's Fighter Pilots to Perform at Your Peak and Win the Battles of the Business World James D. Murphy

From Reader Review Flawless Execution: Use the Techniques and Systems of America's Fighter Pilots to Perform at Your Peak and Win the Battles of the Business World for online ebook

Andrew Kleimola says

As with most businesses books, there is a lot of repetitiveness that could have been edited out. Many of the "Back in my day, when I flew a jet" stories just began to blend into each other. But I got a lot out of his process, particularly the Debrief portion. That spoke to my particular situation most closely, although I will find more value in the earlier sections as I move up in my career. Overall, I would recommend the book.

Andrea James says

This book might have some reasonable suggestions on execution but I just couldn't bear the writer's style. He was previously a fighter pilot and it felt like he was barking out the book in short, sharp sentences.

I gave up about halfway through because the level of information - I was expecting more detailed examples and processes - was not sufficient for me to put up with its tone of delivery.

Jessica Hollo says

One of the best business books I have ever read. Mostly because it is not all business. The whole books relies on a set of military terminology, which mean you cannot come into the concepts with any preconceived baggage on what things should mean. Author thoroughly explains all terms used with what HE means, so we can all be on the same page, even if we are not in the same room.
At 200ish pages, it is a fairly quick read overall, and it is sprinkled with enough examples from both business and the real world, it is easy to understand the driving concepts. And have a way to explain it to someone else later. All concepts are scalable from individual execution and will work fantastically with any team you find yourself working for.
Going to focus on the Flawless Execution engine itself first (plan, brief, execute, debrief, win), but there is so much to apply here. This book WILL be re-read again later.

Mikeverville says

How to make the most of your talents and elevate your own business performance or that of a team of employees. Written by former fighter pilots who apply their rigorous training to a corporate setting.

Andy Bulkley says

somewhat dated examples.
I am sure the live training is highly motivational. I think challenge will be to make this work in large organization, with project teams spread over multiple locations/cultures.
I will try some of the techniques personally.

Eric says

Finally finished this and was reasonably satisfied, even thinking about getting his other book (Business is Combat). While his specific "Execution Cycle" didn't resonate as much with me, the framework supporting it offered enough reinforcement of good ideas and in some cases interesting presentation. Again, nothing really NEW in this book, but if you can get past the flyboy mentality a decent read.

Malek says

A common sense and helpful approach for operational organisations to effectively knock out work and continuously improve quality. Unlike many businesses books, you need to read every page - you can't just read the cover, first chapter, last chapter and chapter heading /conclusions. This is because it has useful process steps throughout. A decent, simple and easy to remember approach to getting work done in small batches (missions) as you might in a Scrum/Agile environment.

Jon Force says

Good Read. This book has some very good techniques to aid you in being purposeful with everything you do. Applicable with work, school and personal.

Stephanie says

When one gets thrown into he world of anti-trafficking and has to figure out how to lead people, this book helped more than I can admit. If your life is busy, your work is non-stop, and the people who work for you have way too much on their plate that is all needed, this helps to build a system where things don't fall into the cracks as easily.

I can't stand most leadership books, but I absolutely loved this one (probably because it is written by fighter-jet pilots).

Dblinkzz says

I am an IT release engineer for a fortune 500 company, that means that part of my job is coordinating that all of the code that was developed during a 2 week iteration gets put in production seamlessly without causing any downtime. This requires the coordination with several teams such as QA, business users and having a lot of UNIX terminals open throwing all sorts of commands to control the pace of what gets sent to which server. Doing this has always gave me the feeling of being in a simulation of a pilot during combat, coordinating and using my technical expertise to take control over several different sensitive processes that can do or do or break the whole thing. I had this feeling in mind all the time while reading this book and this is the reason why it caught my attention and I decided to read it, however, I feel like most of the material being shown in here could have condensed in a power point presentation, and that's the reason why i'm giving it 3 stars instead of 4, too extensive for what it really presents. I will be taking with me the debriefing techniques explained in here so I can talk to my team about implementing them.

Alfredo Vidal says

Its always good to learn from the real experience of anyone. And the military is one of the best because as it is mentioned all trough the book, they lives are at stake so they must have some pretty good ways of doing everything

Mike Mcdonald says

The company I worked for hired this group to do a presentation about their experience flying fighter jets. It was supposed to inspire us to be better book salespeople. They gave everyone a free book. I haven't actually read it, but just by the cover you can tell it is bad. I'm ashamed to admit that the book is still on my bookshelf at home. Maybe tonight I'll remember to throw it away when I get home.

Steven says

Had some good concepts and tools for being more effective in life and at work, but man alive did it drag on and on!

Mike says

This book was quite thought-provoking. Written by a former fighter pilot, who is now a consultant to business. I found many great ideas, along with a sound system for business and life.

Chris says

There's a fair amount of repetition in here, but it serves to drive home the point. He takes an analogy and works it to great effect to inspire you, and pairs that with examples both from the military analogy he uses and the business world, to help you get your head around the intent. It's a really fresh analogy (to me

anyway) which is well executed, and I found it inspiring and it gave me a few new ideas.