

Below The Line Excuses

List the Below the Line excuses you sometimes hear people say to get yourself, the team and the organization off the hook for not achieving a desired result.

IGNORE / DENY

Ignore/Deny (Justify being unaware.)

**IT'S NOT
MY JOB**

It's Not My Job (State whose job it is.)

**FINGER
POINTING**

Finger Pointing (List "who" or "what else" could be blamed.)

**CONFUSION / TELL
ME WHAT
TO DO**

Confusion/Tell Me What To Do (Identify conflicting priorities.)

**COVER YOUR
TAIL**

Cover Your Tail (Document/prove why you are not responsible.)

WAIT & SEE

Wait & See (Legitimize the need for more time.)

Remember, a convincing excuse may be as good as getting the result!