Tactical Excellence
Today:

• 3 key components to calling tactics
  • Strategy
  • Tactics
  • Critical evaluation points

• Examples
  • Everything go to plan (more or less)
  • Strategy proved incorrect
SCENARIO 1.
GO -Right
KIND OF DAY:
GEO RIGHTY
FLAT WATER
ON RIGHT

Lift
PRE WARNING: STRATEGY

“PLAN IS TO GO RIGHT”
PLAN B:

“TACKING EVEN IF TIGHT LANE”
Strategy Output

• Middle
  • Shifts
  • Long tack
  • Play fleet

• Edge
  • Inside (lead back)
  • Outside (send it!)
EXECUTE

“TACK, DUCK BLUE”
EXECUTE
NEW SITUATION:
IF -THEN

“IF PURPLE TACKS, DUCK”
Tactics
“If –Then” Tactics

• ”When Purple is tacks, they will be a starboard problem”

• “If Purple tacks…
  • ...Then Duck”

• “We want to go right, so no matter what, stay on port”
20%: RE-EVALUATE PLAN

“PLAN IS STILL TO GO RIGHT”
IF

–

THEN

RESTATE

"IF PURPLE TACKS, DUCK"
Critical Decision Points

• Times to re-evaluate plan
  • Half dozen key moments

• So rest of time can focus on going fast
  • While executing your plan
  • And managing traffic

• Going fast makes tactician look smart
# Critical Decision Points
## Upwind

<table>
<thead>
<tr>
<th>WHEN/ WHERE</th>
<th>DECISION</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before sequence</td>
<td>Race Strategy</td>
<td>Plan and some detail of how to implement it</td>
</tr>
<tr>
<td>~4 min before start</td>
<td>Where starting, first move &amp; plan B</td>
<td>How you get on the correct tack to implement Strategy</td>
</tr>
<tr>
<td>20%</td>
<td>Re-evaluate Strategy</td>
<td>If strategy working then keep implementing, if not make a new one</td>
</tr>
<tr>
<td>Approaching Layline</td>
<td>Tack early of lay, or go all the way?</td>
<td>Combo of importance of going all the way, and traffic management</td>
</tr>
<tr>
<td>90% to windward Mark</td>
<td>Strategy for the run. Straight or gybe set?</td>
<td>Last chance to assess the run before hit traffic at the mark</td>
</tr>
<tr>
<td>95% to windward Mark</td>
<td>Chess moves of entering and exiting windward mark</td>
<td>Set up to exit offset on chosen gybe</td>
</tr>
</tbody>
</table>
TRAFFIC: DUCK

“PURPLE TACKED, DUCK”
EXECUTE
DUCK CREATES NEW IF - THEN

"IF ORANGE TACKS, DUCK"
NEAR LAYLINE:
TACK EARLY?
OR SEND IT?

“LAYLINE CROWDED, LEADING BACK”
UPDATE: IF -THEN

“IF ORANGE TACKS, TACK”
ORANGE TACKS

“ORANGE TACKED, TACK”
EXECUTE
# Tactics

Change Tacks + Modifier

<table>
<thead>
<tr>
<th>MOVE</th>
<th>DETAIL</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Tack”</td>
<td>“In a good spot”</td>
<td>No urgency, driver chooses fast spot</td>
</tr>
<tr>
<td>“Tack”</td>
<td>“NOW”</td>
<td>Urgent, tack immediately, no discussion</td>
</tr>
<tr>
<td>“Tack”</td>
<td>“In 3,2, 1, Tack”</td>
<td>Tack into a specific spot</td>
</tr>
<tr>
<td>“Lee-bow”</td>
<td>“sail # 773”</td>
<td>Handoff to the driver</td>
</tr>
<tr>
<td>“Tack”</td>
<td>“In a lane”</td>
<td>Handoff to the driver to find a spot</td>
</tr>
<tr>
<td>“Double Tack”</td>
<td></td>
<td>Tack back before up to speed</td>
</tr>
</tbody>
</table>

*Tack* interchangeable with *Gybe*
# Tactics

## Continue + Modifier (Modes)

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<thead>
<tr>
<th>MOVE</th>
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<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>“Cross if you can”</td>
<td>“Otherwise Tack”</td>
<td>Not worth a big duck. Hand final call over to driver.</td>
</tr>
<tr>
<td>“Cross if you can”</td>
<td>“Otherwise Duck”</td>
<td>Stay on tack even if need a big duck.</td>
</tr>
<tr>
<td>“VMG mode”</td>
<td></td>
<td>Default, but it’s not bad to verbalize</td>
</tr>
<tr>
<td>“Height mode”</td>
<td></td>
<td>Hold a tight lane, to fetch a mark, or pinch to puff</td>
</tr>
<tr>
<td>“Foot mode”</td>
<td></td>
<td>Low to get nose out from bad air, or to the next header</td>
</tr>
<tr>
<td>“Wave them through”</td>
<td>“And duck”</td>
<td>Don’t want to get tacked on by a crossing port tacker.</td>
</tr>
<tr>
<td>“Reach through”</td>
<td>“Then foot”</td>
<td>From above bad close lee-bow. Pop through wind shadow</td>
</tr>
</tbody>
</table>
UPDATE:
IF - THEN

"NO TRAFFIC SAIL FAST"
90%: PLAN RUN

“GYBE SET FOR GEO HEADER”
95%: MARK ROUNCING TACTICS

"TACK, DUCK ORANGE"
EXPECT UPDATES IN HEAVY TRAFFIC

“ORANGE TACKED, TACK NORMAL”
Phraseology

• Clear
• Short
• Same every time
• Avoid negatives
  • I know, I should have said “Say the action you want”
AVOID THE WORD ‘NO’
SOUNDS LIKE “GO”

I JUST HERE
“DUCK”

“No Duck”
SAY WHAT YOU WANT
NOT WHAT YOU DON'T WANT

“TACK NORMAL”
TACTICIAN PAINTS THE PICTURE

“DUCK ORANGE THEN TACK”
HANDOFF TO DRIVER FOR BUSIEST TRAFFIC

“YOU PICK THE SPOT, IT’S YOURS”
IT IS TIME FOR THE

SOCIAL MEDIA MINUTE

Please take 60-seconds and post one takeaway, picture or thought from this session on a social media platform of your choice and tag

@USASailing  @presenter  #SailingLeadership
KEEP YOUR STRATEGY PARAMOUNT FOR ALL MOVES

“SLOW TO UNHOOK YELLOW SO CAN GYBE”
# Critical Decision Points

## Downwind

<table>
<thead>
<tr>
<th>WHEN/ WHERE</th>
<th>DECISION</th>
<th>NOTES</th>
</tr>
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<tbody>
<tr>
<td>Halfway to gate layline</td>
<td>Re-evaluate Strategy</td>
<td>If working then keep implementing, if not make new strategy</td>
</tr>
<tr>
<td>Approaching gate layline</td>
<td>Gybe early, or go all the way?</td>
<td>Combo of importance of going all the way, and traffic management</td>
</tr>
<tr>
<td>80% to gate</td>
<td>Strategy for the next beat, which tack to take first, choose gate</td>
<td>Decided earlier than upwind, need extra time if need to cross to other gate</td>
</tr>
<tr>
<td>95% to gate</td>
<td>Chess moves of entering and exiting the leeward gate</td>
<td>Include the option to switch gates if situation presents itself</td>
</tr>
</tbody>
</table>
IF THEN:
DOWNWIND OFTEN
ABOUT MODES

“IF RED GOES UP, MATCH THEIR ANGLE”
25% STRATEGY

“LOOKING GOOD, KEEP GOING”
IF THEN:
UPDATE

“CLEAR NOW, SAIL FAST”
NEAR LAY TACTICS AND STRATEGY

“LOW TRAFFIC, GOING ALL THE WAY”
80%

UPWIND STRATEGY

“GOING RIGHT NEXT BEAT”
80% FOLLOWED BY GATE TACTICS

“RIGHT TURN, THEN TACK”
"RIGHT TURN" LANGUAGE FIXES PROBLEM OF "COURSE LEFT GATE" VS "RIGHT GATE LOOKING DOWNWIND" AND IT’S AN ACTION
EXECUTE

“EXIT HIGH SO CAN TACK”
EXECUTE
TACTICAL MODE CALL

“FOOT MODE, ORANGE ABOVE”
SCENARIO 2.
GO –RIGHT STRATEGY
WRONG: LEFT FILLS IN
GOOD START,
EXECUTING PLAN
TO GO RIGHT
NICE!

GROUNDHOG DAY
-SO FAR

“IF PURPLE
TACKS,
DUCK”
20%: RE-EVALUATE PLAN

“?IF PURPLE TACKS, DUCK?”
Tactician Need Help
Time for a Discussion

• Helm, “You don’t sound so sure”
• Tactician, “Yeah, it looks kind of light ahead”
• Helm, ”How do the boats left look”
• Tactician, “They look in good pressure and in sizable lefty”
• And so on...
CHANGE OF STRATEGY: NEW CALL

“TACK, WE ARE GOING LEFT”
90%: PLAN RUN

“STRAIGHT SET, WIND IS FILLING LEFT”
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Your Opinion Matters

Please open the Sailing Leadership Forum app and complete the session survey found in the menu bar.

Thank you for attending this session