

Commentary

Management Truths

1. That success while founded on the brilliance of bold action, has been more the result of intuitiveness and good luck than formal planning and Management should start to act intuitively.



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2. That it is often easier to ask for forgiveness than it is permission when making many decisions.
3. That your competitors have also not managed to find that illusive person, who will perform the functions of a full time person but is happy with part time pay and status as a half of a person for those all important, or at least all consuming, ratios.
4. That the grasp of the English language continues to erode as the definition of "teamwork" doesn't include the luxury of opting in and out at the individual's discretion.
5. That the management and consultants of the day only absorbed half of Sam Walton's comment that if you see a good idea, adapt it to your own needs but missed the part that part of being a good thief is knowing what to steal.
6. That perhaps the true heightened state of enlightenment is where the best solution to morale problems sometimes is to simply fire all the unhappy people.
7. That it really is easier to do a job or assignment right than have to explain why you didn't.
8. That satisfied clients is the best and only business strategy for a service company.
9. That the Management teams should be girding themselves to do battle with the competition and not each other.
10. That the culture often spoken of is, in fact, that combination of shared values and not a convenient excuse for not making needed changes.
11. That leaders and "want-to-be-leaders" understand that their followers recognize that personal honor comes from the matching of words and deeds not because you talk the talk, or because you conduct yourself in some of life's arenas with a certain dignity or style, or because when you deal with some people you conduct yourself in a prescribed manner. That it is not a cloak that you can wrap yourself in when its convenient.
12. That young advocates of change need to understand the simple truth that the power to shape the company's future is earned through persistence.

13. That an overemphasis on celebrating an individual success will lead people to believe that excellence is an event and not a habit.
14. That many of the problems faced in the past have been solved when management members didn't play by the rules.
15. That there is a difference between passion and drive.
16. That the best decision makers are those who are willing to suffer the most over their decisions but still retain their ability to be decisive.
17. That shareholders and management will understand and accept the difference between short term life style and long term happiness which comes from the ability to subordinate what they want now for what they want eventually.

18. That a sense of humor is the simplest but most effective means of combating the terminal seriousness that affects companies today because if you don't have a sense of humor, how can you be considered sensible.

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