

# Aberfoyle News

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*SIMPLE SOLUTIONS FOR YOUR ISSUES. BOTTOM LINE IMPROVEMENT IN YOUR RESULTS.*

## *Identifying Values*

Transforming the organization series – Part 1 of 2

Many people have given little more than a passing thought to identifying the values that govern their personal behavior, and even fewer organizations have done so. Instead, they accept the values of others or let situations determine the values.

In almost all cases in which values are not clearly defined, good decisions are more difficult to make.

Without values, people are easily influenced and decisions are subject to frequent change or compromise.

"Situational values" confuse people, and create problems and complexity.

Successful leaders make important decisions based on a set of core values...doing the right things for the right reasons. In an organization, personal values may differ. A leader will help everyone focus on a "common-good" value that will engender a desire for cooperation and team work, without invalidating those personal differences.

What are your values? Can you easily and specifically identify them?

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## *The Magic Key To Happiness And Success*

There is an ancient legend about a time in the history of humanity when society so abused wisdom that wisemen decided to take the secret of happiness and success away from man and hide it where mankind would never find it again. The big question was where to hide it? A council was called by the chief of the wisemen to discuss this question. The lesser of the wisemen said, "We will bury the secret of happiness and success into the dark depths of the earth."

The chief wiseman responded, "No, that will never do, for mankind will dig deep down into the earth and find it."

Then they said, "Well we will sink the secret of happiness and success into the dark depths of the deepest ocean."

But again the chief wiseman replied, "No not there, for humankind will surely learn to dive into the dark depths of the ocean and will find it."

Then, one of the lesser wisemen said, "We will take it to the top of the highest mountain and hide it there."

But again the chief wiseman said, "No for humankind will eventually climb even the highest mountain and find it, and again take it up for themselves."

Then, the chief wiseman said, "Here is what we will do with the secret of happiness and success. We will hide it deep inside every individual, for they will never think to look for it there."

To this day according to legend, people have been running back and forth across the earth – digging, diving, and climbing, in search of something that they already possess within themselves.



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# ONE MINUTE IDEAS

## Liftoff to Space Exploration

See a real-time map of where the space shuttle, International Space Station, and other satellites are located. You can also find lots of information and news about space travel and the universe.

Check it out at: [www.nasa.gov](http://www.nasa.gov)

## Be on the lookout for coaching moments

Coaching isn't appropriate for every situation. Sometimes, staffers want to work on their own, uninterrupted by the boss.

To spot employees ready for coaching, pay attention to when things aren't going well or when they could use an extra hand on a tough project. That's when they'll be eager to work with you.

*John O'Sullivan is the founder of Aberfoyle Associates, a company focused on improving bottom line results for his clients. His company provides Consulting Services to companies nationwide who want to move their business to the next level. Aberfoyle embraces a simple philosophy; RESULTS measure success.*

*Achieve yours now! Call or e-mail for your complimentary consultation!*

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What about the people throughout your organization? Are they committed to the organizational **values**?

Take time to clarify or review the **values** you hold as a leader. Focus on what is really important to you, and ask yourself, "What are those few beliefs that I value so strongly that I will not compromise?" Sometimes when crystallizing your **values**, it helps to identify and clarify those **values** that you respect in other leaders you hold in high regard.

What **values** do their actions, habits, and life-style exemplify? Often the **values** you see and respect in others are indicators of what you hold as personal **values**. How do these **values** exhibit themselves in your business decisions, in your relationships with customers, employees, stockholders, suppliers, and your community? Crystallize those **values** which YOU identify and embrace as the **values** by which you want to live your life, as well as those of your organization.

Involve key people in the process of identifying what the core **values** should be. Get support and input from other senior managers. you may also want to elicit input from other people throughout the organization; the more involvement and commitment they have in the process, the more ownership they'll have of the results. use all of this input to crystallize the core **values**.

After you have crystallized your personal and organizational **values**, you will find it helpful to rank them. The first two or three should be those **values** that you will not compromise. Your highest-ranked core **values** remain firmly established and rarely change. Strategies, practices, procedures, and structure should be continuously evaluated and open to modification and improvement. Ranking **values** helps establish priorities for decision making. Organization **values** are an integral part of your Strategic Plan and the cornerstone for the actions and decisions of everyone in the organization. If you have not done so recently, revisit your Strategic Planning process and the plan itself. Additional time spent in this activity will have a positive impact upon your bottom line and ultimate success.

*In our next issue we will discuss the key to **Valuanship** (Part 2)*

## A Sports Model for Teamwork



If you are a manager, consider the following: Old-line hierarchical companies follow a football model of organization. Everyone lines up in a specific place under the direction of the quarterback. The quarterback is the only person responsible for seeing the whole field and determining strategy. Action stops in between plays, so the company has time to plan and look ahead. A better model for today's modern corporate environment is basketball. Here, people flow around the floor, instantly adapting to changing circumstances. There's virtually no pausing of play. People form and reform in various offensive and defensive alignments. Modern corporations need flexibility and teamwork, which provides the ability to handle changing circumstances.



Source: Bernard Avishai of Monitor Consultants in Cambridge, MA