



EPISODE RECAP: MARCH 13, 2006 THE APPRENTICE | 9/8 PM MONDAY | NBC

Insights on the Apprentice

The herd got thinned again last night. However, last night you really began to see some of the people who have the potential to make it and some who clearly will not.

Theresa was fired because she never created a vision for her team. They had many scattered events, but they weren't tied together or related by a single theme. She tried to do the right thing by delegating. But as a leader, before you delegate, you need to make sure you understand the individual skills on your team AND give them a unifying vision to execute. Without a clear vision, the team will have no direction.

There were also many lessons to be learned from the winning team last night. Flexibility: They were able to create an event at the last minute when another event fell through; Vision: They came up with a unifying vision that tied their events together; and may most importantly: Polish. In the first three minutes of the show, we saw Andrea become really upset because Brent wasn't fired the week before. But rather than allow her emotion to be turned into some drama, she contained it, took it in the bathroom alone, and came out when she composed herself. This is an example of consummate business behavior. Share intensely negative emotions with family and friends, not with business colleagues.

Last night we also saw some behaviors of people I would expect NOT to make it to the end. I would consider the following "marked" candidates:

Brent: Difficult to manage, can't hear feedback, has not insight into how his behavior affects others

Tarek: Difficulty interacting with his managers, in the board room a second time for his lack of creativity

Lenny: Doesn't take responsibility for his actions, insensitive to personal needs

Bryce: Easy to anger, lost his temper a couple of times with Lenny last night

Charmaine: Had responsibility of finding models and comedian last night. She screened neither and both contributed to the team's loss.