



EPISODE RECAP: MAY 1, 2006 THE APPRENTICE | 9/8 PM MONDAY | NBC

Insights on the Apprentice

Last night's major lesson was: Keep your eyes on the goal. Don't lose sight of the forest past the trees. It is very easy for people to go with what they know, rather than do what is required by the task. That's why the losing team lost last night. They lost sight of the goal.

The problem is that, if you lose your perspective, others will know before you do. I've seen managers get lost in details which have nothing to do with the task. For example, managers who are supposed to generate more revenue can get stuck on watching people clock in/out. That doesn't raise revenue; it just makes employees feel micromanaged.

The solution comes back to self awareness. If you get caught in a pattern of doing the same thing over and over, you need to ask yourself:

1. How is this helping me?
2. How is this helping the team?
3. How is this helping us reach the goal?

If you don't have a sound answer for all three of these questions, you need to change your approach to what you're doing.