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Insights on the Apprentice

Both teams executed poorly last night. If I were Trump, I'd be worried about having to hire one of the remaining four candidates. But both teams did offer us lessons about business.

There were several lessons to be learned from the losing team. The single most important lesson was: As a leader it is NEVER about you or your ego. It is ALWAYS about the team and the outcome. If you ever find yourself thinking what about me, how will this affect me, what will happen to me, you're not leading the team, you're draining the team of leadership. If you find yourself lost in thoughts about yourself rather than the team:

1. Take a step back: Take a break, take a breather, remove yourself to gain perspective
2. Focus on the desired outcome: Go back and remind yourself what you're doing there, what is your purpose
3. Identify and execute a path to success: Create strategic and tactical steps to get from where you are to where you want to be.

The winning team's major problem was with delegation. Delegation is a necessary skill all leaders must have and it's great to delegate to a known quantity. The problem comes when you delegate to someone who is unknown to you. Three steps they failed to take:

1. Give specific goals
2. Give TIMEFRAMES when delegating
3. Close the loop: Particularly when you haven't worked with the person before, you have to check on their progress. May not be necessary when they are known, but clearly necessary when they are unknown.