



## EPISODE RECAP: MAY 29, 2006 THE APPRENTICE | 9/8 PM MONDAY | NBC

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### Insights on the Apprentice

The lesson from last night's show was the proverbial "Surround yourself with good people and get out of their way." Your team will make all the difference. Sean selected his team based on this concept. Lee selected his people based on who cared about him the most. It was an immature decision. It will cost him. Business is about making decisions that are based on performance and informed by emotions, NOT based on emotions and informed by performance.

There are three components you should consider when selecting a team:

1. Skillset: What are the skills each team member brings to the table, including individual interpersonal/communication skills
2. Experience: What is your experience with the individual
3. Performance: How has the individual performed in similar tasks

It looked like Sean applied these three factors. Lee did not. He'll pay the price.

Another lesson from last night comes from psychology. "The best predictor of future behavior is past behavior, given the same circumstances." Every apprentice that Trump has chosen has gotten into the nitty-gritty details of the final event. When you're in a small company/dept., managing a large project with a very small staff, you have to be willing/able to do and closely supervise many tasks; wear many hats. Lee doesn't have the capacity to do it. He acts as if he's in a large company where he can just supervise.

Finally, while we haven't been given much of a clue on each team's performance on the final task, based on the team selection alone, Sean displayed greater maturity and will most likely be a better fit in the Trump organization. He is most likely going to be the next Apprentice.