



EPISODE RECAP: OCTOBER 20, 2005 THE APPRENTICE | 9/8 PM THURSDAY | NBC

Donald: Insight on the Apprentice

Christie was fired last night because it was clear that Donald values “goodness of fit” within a team. He stated clearly that he was firing Christie because she was not going to help Capital Edge function any better.

Christie didn't fit in because she just didn't listen. If you're too busy interrupting the people who is speaking to you, you certainly can't be listening to what they're person is saying. If you don't listen, you can't hear what others are trying to communicate.

Improving your listening skills takes practice.

1. Close your mouth and don't open it until the person has finished speaking.
2. When you do open your mouth, begin with a paraphrase of what you've heard. Say in your own words what you heard the other person say. This lets the other person know they have been heard.

The lesson from Jennifer's performance last night is always be prepared. She was clearly unprepared because she couldn't pronounce the name of the movie they were marketing. This only increased the obstacles to wining for her team.