



EPISODE RECAP: OCTOBER 27, 2005 THE APPRENTICE | 9/8 PM THURSDAY | NBC

Donald: Insights on the Apprentice

Donald: Insight on the Apprentice Slides

Wow! Tonight the season was shortened significantly. Donald definitely did something new, firing 4 people in one fell swoop. To his credit, he didn't throw the baby out with the bathwater. He saved the minority of the team that had done what they needed to do during the task and held everyone else accountable.

There are three reasons to consider regarding the team's poor performance. They are as follows:

1. They took their eyes off the goal: The goal was sales, they were too busy in the batting cage to address the goal. Whether you are leading or just part of a team, always keep your eye on the goal, it should be directing your processes.
2. They didn't adapt: When they saw that the batting cage would overwhelm the points of sale, they didn't do anything differently. As a team member, always consider changing variables that can affect your performance.
3. They didn't communicate: We saw several individuals speak to the camera about their concerns regarding the batting cage taking up too much space, but they never said anything to each other. As part of a team, make sure your concerns are heard.

So, four people were fired because the goal of the task was to sell sports equipment and they lost sight of the goal. Donald got rid of the four people who not only didn't contribute to the goal, but served as an obstacle to the goal in one way or another. (Josh, Jennifer, James, and Mark)

An additional lesson to take home from last night's episode: You don't have to be an expert in an area to succeed. Capital Edge, the winning team, knew little about sports and even less about golf. Yet they chose golf as the sport on which to focus their sales. They understood the goal, stayed focused on the goal, and won the task.