



EPISODE RECAP: NOV. 16, 2005
MARTHA STEWART: THE APPRENTICE
9/8 PM WEDNESDAY | NBC

Martha: Insights on the Apprentice

Last night was about a project manager's ability to rally a team or not. Marcela, the PM for the losing team didn't rally her team, they were not motivated to work for her, and they lost. Amanda was the right person to send home because of her failure to put forth effort in the task.

The real lesson from last night is that the biggest obstacle to your success lies in your head. Last night we saw an excellent example of the power of a self-fulfilling prophecy. Amanda basically programmed/predicted her behavior for herself. She stated she was going to lay back tomorrow and that's precisely what she did. She thought she would do poorly, she did poorly, she went home.

If you are like Amanda, and you tend to talk negatively and predict bad things are going to happen, try the following:

1. Become more aware of your negative thinking. You need to pay attention to the times you predict negative outcomes for yourself
2. Find someone who has a more positive outlook (coach/mentor/therapist) who can help you identify who to change the way you think. Like with any other complex human behavior, it changes with effort and practice.

Another lesson from last night is always be prepared to state why you belong where you are in terms that are meaningful to your employer. Marcela did an excellent job of tapping into Martha's desire to attract the Latino market. While she is not a strong leader, she was very smart to be prepared to defend herself with a meaningful statement.