



EPISODE RECAP: APRIL 01, 2005
THE APPRENTICE | 9/8 PM THURSDAY | NBC

RECAP:

Whether you are a manager or an employee, making good decisions and having good judgment can make the difference between success and failure. Often, that means taking a step back from the details and looking at the big picture.

STEPS:

WHETHER YOU'RE A MANAGER OR EMPLOYEE, I RECOMMEND THREE STEPS TO IMPROVE YOUR JUDGMENT.

1. IDENTIFY THE GOAL

Make sure you have a clear understanding of what you are trying to accomplish and what will be the measures of your performance. The goal in this episode was to make money selling pizzas.

2. DEFINE YOUR STRATEGY AND TACTICS

If your goal is to be in Charlotte at Noon, how you choose to get there (plane, car or foot) is the strategy, how you execute the strategy is the tactic (do we take my car, rent a car, borrow a friends car).

Stephanie set up the strategy to sell pizza to NYU dorms, but did not define the tactic of how specifically that was going to be done.

3. DON'T LOSE SIGHT OF THE GOAL

If you're trying to go from here to Charlotte and you've never been there, and you know you're going by car, using a map, you're going to have to look up from the map to look for signs that you're heading in the right direction.

If Donald Trump gives you 5 hours to sell pizza, don't spend 90 minutes riding around in the subway... Stephanie didn't listen to her team when they were telling her it was a mistake to go to Brooklyn to sell 6 pizzas. She lost sight of the goal of selling the largest number of pizzas and spent 90 minutes on a subway rather than on the streets selling.