



It's all about LEARNING!

By John Daley

“If there is more change going on outside your company than inside, your company is not long for this world,” says Jack Welch, General Electric chairman and chief executive. He goes on to say, “An organization's ability to learn, and to translate that learning into action rapidly, is the ultimate competitive business advantage.”

This means learning new skills, learning how to work in new markets, learning how to change or modify what and how you do service clients and customers... because their needs change often. This means making your company relevant for your clients' needs today and tomorrow!

What's Your Organization's Ability To Learn?

Picture standing on a hill, looking at a mountaintop, and pondering how to get from the hill to the mountaintop. Do you hire Sherpas' (a Sherpa means someone has the experience and skills of carrying loads at high altitudes) to make the journey? Or do you tough it out with your knowledge, your skills, and your experience?

Do you hire professionals or “bargain employees” or “bargain advisors?” As in the case of real mountain climbing, the life of your company could depend on your answer.

And, as in mountain climbing, how many times do you think people get halfway up the mountain — to where the weather is different and the air is thinner — and panic, turn around, and run?

The hardest part of this “transition in altitudes” is called “learning.”

It's often encumbered by the fact that business owners can see the top of the next mountain, but do not have the skills and abilities they need to get there.

But the climb to the top is rewarding. Because there's nothing like the rush of seeing a business owner — turned business leader — standing on top of a \$40 million company (that used to be a \$20 million company and saying), “Our organization has the ability to learn and to translate that learning into action... quickly and effectively... so that we gain the ultimate competitive business advantage that helped us here!”

To learn more about “the art of learning to lead” and your organization, feel free to send an email to CoachDaley@DaleyGroup.org. Or call 636-527-7627.