


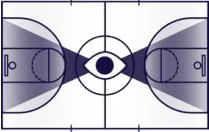
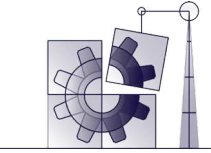
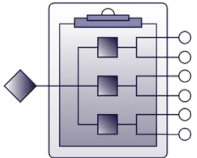




APPLIED WISDOM: INSIGHT RECOGNITION MEMORY EXERCISE




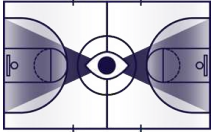
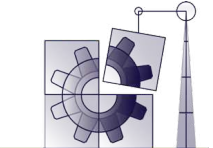
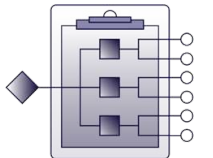
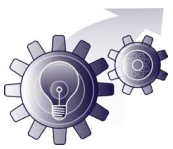

ACTION: Write in the Applied Wisdom Insight for each Insight icon and takeaway to practice building insight retention. The abbreviated insight becomes a shared language shaping your organization's culture.

	ICON	INSIGHT	INSIGHT TAKEAWAY
I. CULTURE - How people act and interact.			
1			Culture matters. It's a core organizational asset.
2			Respecting and trusting your people is the foundation of all good management.
3			Always listen for and even seek out signs of trouble. Bad news is good news if you do something about it.
II. PLANNING - The strategy and resources to achieve mission.			
4			Develop "court sense" to see everything that's happening around you, and to rapidly adjust to changes.
5			Commit to doing "the whole job." Investing in organizational capacity contributes to excellence and impact.
6			With limited time and resources, it's essential to prioritize and then focus.
III. IMPLEMENTATION - Actions to ensure desired results.			
7			Planning is essential but success comes from the implementation of your ideas. "Book It and Ship It." Make a decision and manage the consequences.
8			To create a culture of accountability, reinforce individual ownership of problems. Always ask, "Who owns the monkey?"



APPLIED WISDOM: INSIGHT TAKEAWAY RECALL EXERCISE

ACTION: Write in the Applied Wisdom Insight full takeaway to help internalize the insight meaning and make it usable in various contexts.

	ICON	INSIGHT	INSIGHT TAKEAWAY
<div style="background-color: #e6f2ff; padding: 5px;">I. CULTURE - How people act and interact.</div>			
1		Cultivating Culture	
2		Respect & Trust Your People	
3		Bad News is Good News	
<div style="background-color: #e6f2ff; padding: 5px;">II. PLANNING - The strategy and resources to achieve mission.</div>			
4		Develop Court Sense	
5		The Whole Job	
6		Prioritize and Focus	
<div style="background-color: #e6f2ff; padding: 5px;">III. IMPLEMENTATION - Actions to ensure desired results.</div>			
7		Book It and Ship It	
8		Who Owns the Monkey	

