

The Winning Mindset for Leadership

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The Winning Mindset for Leadership

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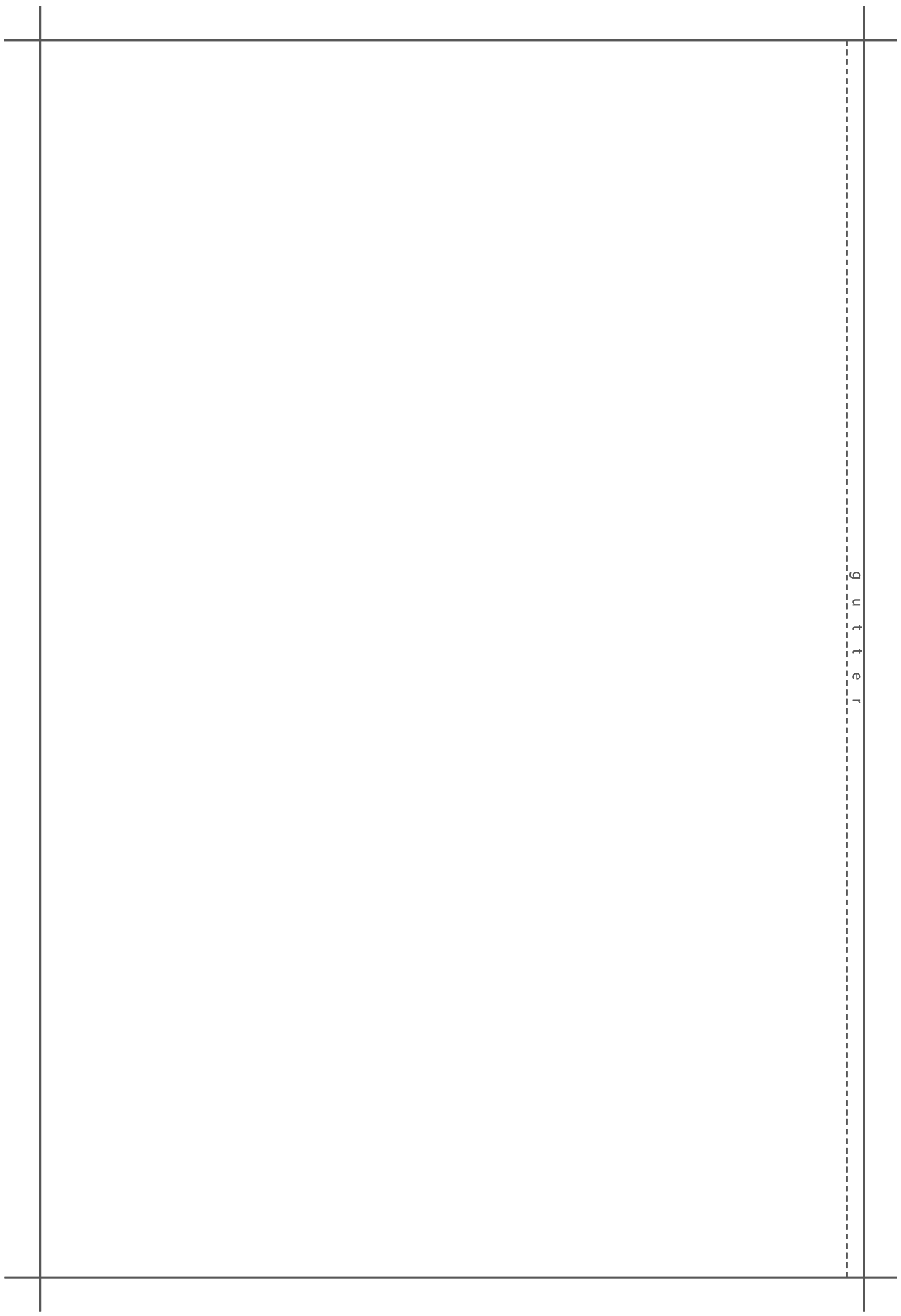
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*The Winning Mindset for Leadership: unlocking your potential in
business, sports, and life* To Gary, sports psychologist and friend

To my family, Diane, Demi, Dana, and Tim

All are sources of inspiration...



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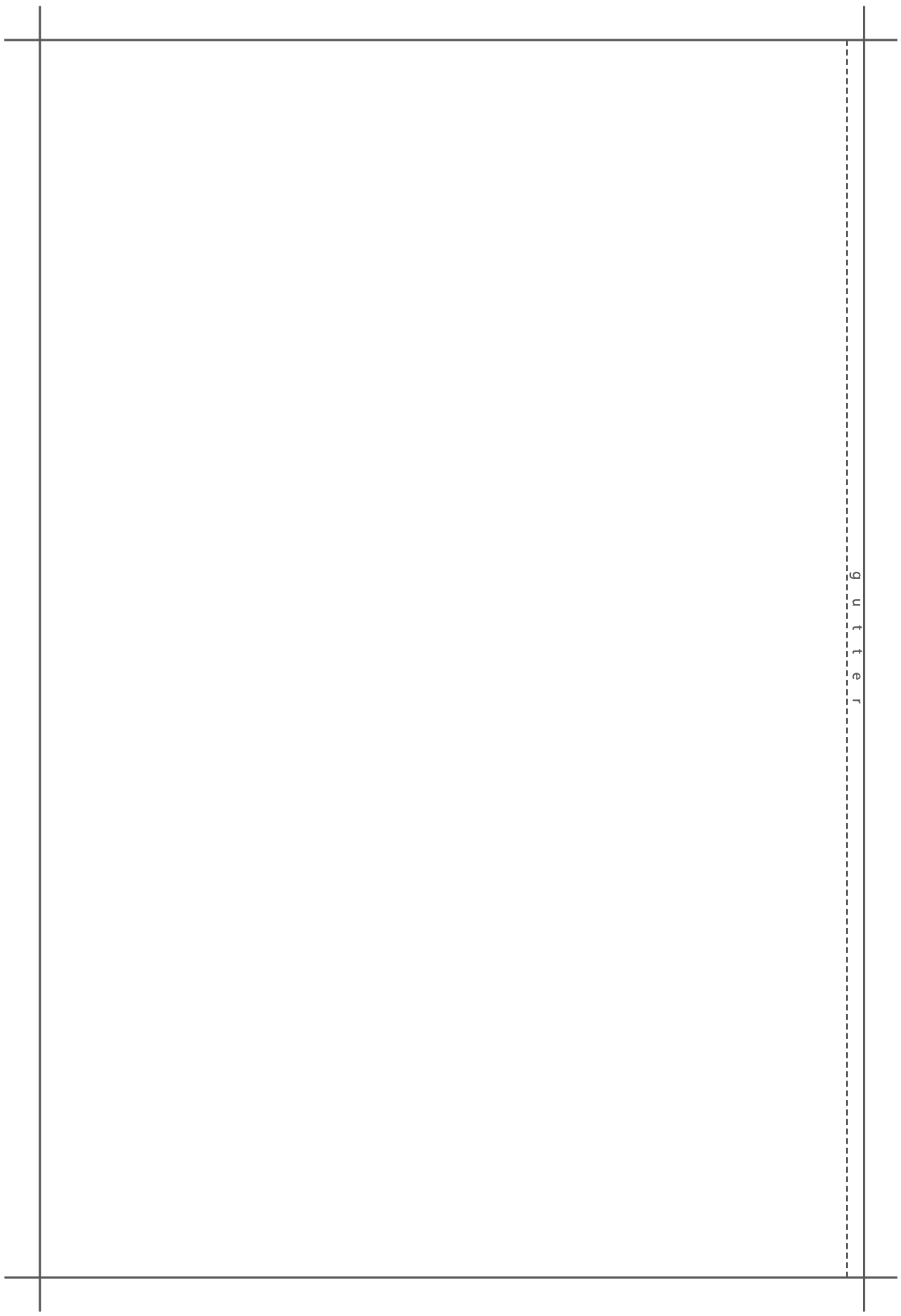
Preface

MY JOURNEY STARTED when I took my first psychology class and got hooked on trying to understand myself and what motivated others. Sports and the classroom were great laboratories and a master's in counseling psychology helped me understand individual behavior even better.

Once anyone studies individuals, they will be led to groups, and that is where advanced studies in group dynamics took me. Sports and business highlight performance for individuals and groups of people. It has been and continues to be an exciting and diverse field of play and work.

I have been fortunate to work with some of the great companies of the Fortune 500 and many smaller enterprises as well. Work in Singapore, Kuala Lumpur, Geneva, Paris, London, Edinburgh and all throughout the United States has made me realize the great connection the human race has to one another. Lesson learned: there is far more that connects all of us than separates us.

Therefore, the lessons in this book are meant to be universal for any person in any organization, sports team, community, or family on this fragile planet. They are particularly powerful for anyone trying to lead ... their life or any organization.



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Introduction

WORK. WORK. WORK. That is the Puritan work ethic that has helped America and many other nations be productive. As a result, many good things have come to life for the hard working. It isn't a guarantee of success, but it doesn't hurt, and many would say that hard work helps build character. Even if you are lazy, you want people to think that you are hard working.

Inclusion. People generally like to be part of a group. There is safety in numbers, and human interaction is a craving that most rather enjoy ... most of the time. People provide companionship, camaraderie, and a forum to sell to.

What if working in large groups and the inherent stress of that work was fatal? Would you search for an alternative? Look at page 35. There is a chart that should raise your eyebrows. What is happening to people in organizations that is shortening their lifespan? Or, are we in organizations shortening our own lifespan? What is the "winning mindset" when working in an organization (as many do)?

The Winning Mindset! Who doesn't want and need one? Yet, there are challenges and complexities—even paradoxes—that prevent a winning mindset. Each of us appears to have a success mechanism inside our psyche. If we follow that success mechanism that acts like a homing device, we lead an accomplished and successful life. Concurrently, a failure mechanism exists that can lead us down a frustrating and tormented path in our lives regardless of our talent. The Native Americans had a wise tale that mirrors this possibility:

An old Cherokee Indian teaching his grandson about life stated the following: "Within me there is a fight going on ... It is a dreadful fight between two wolves. The one wolf is bad—made up of anger, jealousy, sorrow, regret, greed, self-satisfaction, resentment, ego ... The other wolf is good—he is joy, peace, humility, benevolence, truth, compassion, and faith ... Within you the same fight rages—and the same applies to all people."

The grandson reflected on all this and asked, "Which one will win?"

The old Cherokee replied, "The one that you feed."

There are arrows that point us in the right direction, food for success or failure, in sports, business, and our home life. *The Winning Mindset for Leadership* is a collection of stories from the field of athletics, business, and home life that provide you with an opportunity to reflect on which wolf you are feeding. Also, there are questions labeled **So what?** for you to compare your own experience to, then make adjustments and make the most out of the potential that you have been given. In short, you can search for your own winning mindset in the process of reading this book.

This book is about taking a responsible look at work life and suggests that you are the key. How you think and behave is the solution to the lifespan challenge and all the experience that comes your way via business, family, community, and, in short, life.

After all, if you were to gain the world, but lost the most important relationships in the process, what would you have gained?

The book is divided into three parts. Part One is On Awareness. According to Eckhart Tolle and his new book, *A New Earth*, awareness and ego are incompatible.¹ Once you are aware of a better way of thinking, you will move beyond any unhealthy thinking that may be holding you back from winning. Part Two is On Creating a Winning Mindset. A winning mindset requires discipline and focus. If you get this far through the book, you have perseverance. Keep going. Part Three is On Taking Action. I once heard a very wise man say that in five years, you will be pretty much the person you are now, except for the people you meet and the books you read. Keep good company! And another wise piece of advice comes from the Far East: “To know and not to do is not yet to know.” Take action and move toward your potential.

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