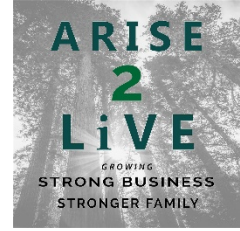


## Three Core Competencies Leading to Business Success

- Interview with Peter Burke, PhD, author and SCORE Business Mentor (score.org)

- Podcast and show notes are on [Arise2Live.com](http://Arise2Live.com)



### #1 -- Finding your business direction with curiosity, ideas, and by asking three key questions.

Curiosity is a strong \_\_\_\_\_, \_\_\_\_\_ out new things.

\_\_\_\_\_ leads to \_\_\_\_\_ for customers.

Ideas are developed for your \_\_\_\_\_.

\_\_\_\_\_ the customer and \_\_\_\_\_.

You know stuff that will thrill the customer.

Be aware of types of rules

- Rules made by \_\_\_\_\_
- Rules made by \_\_\_\_\_
- Example of bicycle right-of-way.

Three questions to ask yourself:

- 1)
- 2)
- 3)

Have \_\_\_\_\_ what's going on.

### Your Thoughts and Application

---

---

---

---

---

---

---

## #2 --- Understand and Balance the Conflicting Business Needs

Tension with the motives in business:

- 1) First \_\_\_\_\_ because without money you can't do anything.
- 2) \_\_\_\_\_ is not your goal, it is an \_\_\_\_\_ of your goal to help the customer.

Three types of business goals from Ernesto Sirolli's book "Trinity of Management":

- creating the fantastic \_\_\_\_\_
- creating the fantastic \_\_\_\_\_
- creating the fantastic \_\_\_\_\_

There is conflict between these three:

Have the \_\_\_\_\_ to deal with these \_\_\_\_\_ conflict in business.  
\_\_\_\_\_ of divergent thinking.  
Settle for \_\_\_\_\_ to move forward.

## #3 --- Discover Your Team's Best Environment

Create a safe environment:

- 1) \_\_\_\_\_ that people believe in.
- 2) Quick \_\_\_\_\_ within the team.
- 3) \_\_\_\_\_ if I screw-up, so what?

What mistakes are allowed, which are not?

Have common \_\_\_\_\_ of limits and boundaries.

- 4) Team role \_\_\_\_\_ with \_\_\_\_\_ .
- 5) Have a \_\_\_\_\_ Statement.

\_\_\_\_\_ to solve the same problem between different groups and people.  
Have \_\_\_\_\_ goals & metrics.

### Your Thoughts and Application

---

---

---

---

---