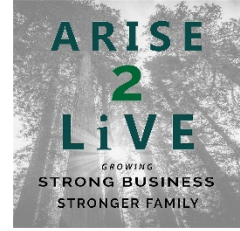


Three Core Competencies Leading to Business Success

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

- Podcast and show notes are on Arise2Live.com/podcast



#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
