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The "Different Perspectives" Newsletter

It can be fun to step back and look at the world from a different angle. Here, we step back and look at commonly used words in business and life, ask a provocative question, and see what others are doing differently by applying a different lens on life. I hope you enjoy "Different Perspectives" and that you begin to step back when needed and observing what else is possible.

Special Note - in this newsletter, we wrap up the discussion around three words, or characteristics used in Patrick Lencioni's ["Ideal Team Player"](#) book, Humble, Hungry, and Smart, when describing key characteristics to look for in building an Ideal Team Player.

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Word Choices

Smart - /smahrt/, verb/adj. Def - quick or prompt in actions, as persons. Having or showing quick intelligence or ready mental capacity. Shrewd or sharp, as in a person dealing with others or as in business dealings. Clever, witty, or readily effective. Socially elegant, sophisticated or fashionable.

Gauging "smarts" in someone can be both interesting and tricky at the same time. I have found that when considering how someone is Smart in Mr. Lencioni's Humble, Hungry, and Smart, you really have to look at the perspectives that could exist in the generic word, "Smart".

Does smart mean intelligence? Maybe. Someone may not have high test scores or had a high GPA, but they have what I call "People Smarts" or maybe even "Street Smarts". Some people are incredibly successful in life and business but they were a "C" student

in college. Many might consider that person with the "C" average as not very smart. But how is it that person could become one of the most successful business leaders in the country, much less the world? Many people consider the Ivy League schools as a reflection of intelligence. Does intelligence and college degree dictate if someone will be successful? Well, looking at the list of [colleges that CEO's of Fortune 500 companies](#) might offer some challenges to this idea.

Sometimes people who were very successful with getting high grades in Top 10 universities do not make good leaders, while others do make good leaders. Sometimes self-made successes didn't attend college, yet are listed on the most wealthiest individuals or the Top 10 leaders list. I would suggest to anyone who might consider applying "Smart" to the criteria to decide what is more important to you and your company or team - book smarts, people smarts, or street smarts, or some combination of these smarts. To me, I often relied less on Smart, and more on Humble and Hungry as key characteristics to the Ideal Team Player.

Question of the Week

1. When you are wanting to add people to your team, what type of "Smarts" are you looking for?
2. What type of "Smarts" do you have and how can you maximize that talent?

Did You Know?

Robert Kiyosaki, the author of "Rich Dad, Poor Dad" has been quoted as saying "A students work for C students and B students work for the government." I am not sure of the reliability of this statement or the accuracy of this statement, but it can reflect that Smart students or employees doesn't guarantee success, wealth, or accomplishment.

Thinking Outside the Box

Here is a different perspective to consider...what is more important, what someone knows or how much someone cares. President Theodore Roosevelt has been quoted as saying "No cares how much you know, until they know how much you care." This

would speak to empathy, people smarts, compassion as having some level of greater importance than how many degrees you have or letters after your name you might list on your signature.



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