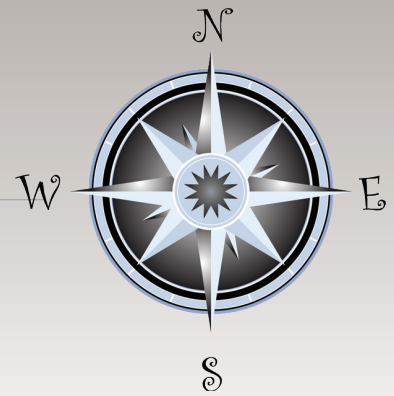


The Courage Principle of **JUDGMENT**



Any story sounds true until someone tells the other side.

PRINCIPLE OF THE WEEK

One of the most appreciated characteristics of a leader is the ability to make proper judgments. This quality is not obtained and then maintained; rather it is based on insight into each situation or person on a daily basis. Leadership is being able to lead people through situations and keeping them focused on the desired end results. This requires good judgment; otherwise problems can turn into disasters.

Leaders should always be concerned about their personal judgments because their reputation is at stake. Good leaders must be honest with themselves and have no hidden agendas. They must be more concerned about what is right than who is right and not be too proud to ask for the opinion of others. In order to make right judgments, we must first judge ourselves. We tend to judge others according to our own perceptions. We usually see in others what we are ourselves. If we have greed, dishonesty, manipulation or defensiveness in us, we will think others to be the same and will judge them accordingly.

Right judgments can be made only when we can see into the heart of the problem without our personal interests and feelings getting involved. That is not always easy because with every situation there are personalities involved. Most of the problems are people problems involving emotions, hot tempers and smooth talkers. Everyone is trying to tell their side of the story and of course no one wants to take the blame. Good judgment comes from taking the time to hear both sides and then sort through it all until we sense the

truth in a situation. Any story sounds good until we hear the other side. Once we feel we understand the situation, we must make a judgment and a decision on what to do.

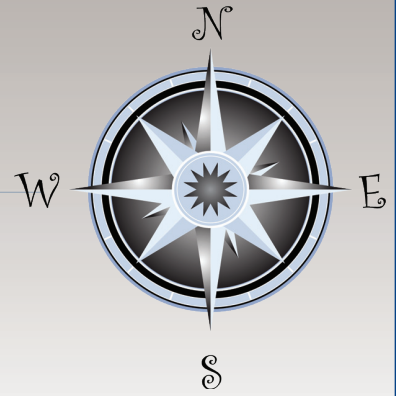
It is wise to not blame just one person, but include the whole team, because it takes a team to win. When we put all the blame on one person, it divides the team. A good line to use is "I know that Joe was primarily at fault, but it could have been avoided if everyone would have been more careful". Then forgive and set the rules for the future. Dwelling on and blaming people for past mistakes stunt their present growth because they are being held captive to the past, and their future is also taken away.

Problems are usually covered by a smoke screen, and if we don't listen carefully, we will make quick judgments and blame the wrong people. On a personal level we also need to make right judgments in the world of high-pressure sales. Some salespeople think offering only one side of the story until the contract is signed is considered great, but it is really manipulation. We can be taken advantage of unless we have some insight and right judgment about people. Right judgment is a value that is needed every day.

Benefits

1. People will have confidence in us if we have a reputation of judging things honestly.
2. Others will be honest with us. This is a cycle that repeats itself, making it easier

Action Plan for JUDGMENT



to get to the truth as people feel safe enough to be transparent as a result of our example.

3. We will avoid impulse buying and costly mistakes by practicing good judgment.

Steps to Follow

1. Don't make decisions under pressure. This will earn a reputation of being wise. Get counsel before making a judgment. Sleeping on it is a good practice.
2. Analyze in detail. Considering all the different perspectives can save a lot of problems.
3. Think things through before deciding.
4. Gain a good understanding of life and people. Making decisions and judgments is tied to our capacity to understand people's temperament, motivation and reactions and is a lifetime learning commitment.
5. Be more concerned with what is right rather than who is right.
6. Seek input. Don't let your pride stop you from asking for the opinions and perspectives of others.
7. Before passing judgment make sure you are not looking at the situation from your own point of view, try to always be objective.
8. Look at the root of the problem without letting the outward emotions sway you.
9. Don't single one person out and accuse them, there are always other influences that should be addressed as well.
10. Forgive and look forward to the future. Don't freeze frame people by past mistakes.

Good judgment is often learned from past mistakes. Use your stumbling blocks as stepping stones to a better future. Today's decisions will determine our future.

Remember... Thoughts become actions. Actions become habits. Habits become our destiny.

Reflect and respond

What is your first response when someone brings their case to you?

What was your concept about judgment before you read this principle?

What application does this principle have in your life?

Evaluate yourself from 1 to 10	1	2	3	4	5	6	7	8	9	10
Why did you give yourself this rating										
What benefits will you obtain by raising your rating?										
What specific action can you put into practice to test the benefits of this principle?										
Check list for the daily reading of this principle	M	T	W	T	F	S	S			

Completed

Not completed