

WHO CARES

Excerpt

Chapter 2 - Managing Yourself

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Better Systems for Managing People

Who Cares

Excerpt Chapter 2 – Managing Yourself

“This above all...”

“This above all: to thine own self be true,
And it must follow as the night the day,
Thou canst not then be false to any man.”

Shakespeare, Hamlet, I. iii. 78, Polonius to Laertes

When I first read these lines in school I thought it was about morality. I now believe there’s more than morality here; it’s about power. Polonius was telling his son how simple it is to cultivate personal power and how futile it is to try to influence others without it.

The message is simple. If you can manage your own personal harmony, you carry extra power into your actions; power that is completely under your control, power you can use to influence others, to project your ideas; power you can get from no other source; power that never abuses anyone because it comes only from a being at peace and therefore carries no malice.

From a personal standpoint, this is power you can use to survive in a world that’s down sizing, right-sizing, capsizing, re-engineering, and forever saddling you with a lonely accountability for an impossible project. From a management standpoint, this is power you can help your employees find to fuel their actions.

The ensuing chapters deal with how to manage your boss, employees and others. There we will discuss how you can tune your management systems to encourage yourself and others to cultivate personal power. Here we will discuss your own personal power, how to test for it, cultivate it, and use it.



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