



## **Week 31 - Decisive**

### **Day 2**

#### **V-8 Engine**

Henry Ford was a most unusual man. He was not a financial success until after he was forty years old. He had very little formal education. After, he built his empire, he conceived the idea of the V-8 engine. Calling his engineers together, he said, "Gentlemen, I want you to build a V-8 engine." These brilliantly educated men knew the principles of mathematics, physics and engineering. They knew what could and couldn't be done. They looked at Ford with a condescending attitude of "Let's humor the old man because, after all, he is the boss." They very patiently explained to him that the V-8 engine was economically unfeasible and they even explained "why" it couldn't be built. Ford wasn't listening, however, and simply said, "Gentlemen, I must have a V-8 engine-build me one."

They half-heartedly worked for a period of time and reported back to him, "We are more convinced than ever that a V-8 engine is an engineering impossibility." Mr. Ford, however, wasn't easily dissuaded. "Gentlemen, I must have a V-8 engine-so let's go full-speed ahead." Again, they went out, and this time they worked a little harder, spent a little more time and a lot more money. They came back with the same report, "Mr. Ford, the V-8 engine is an absolute impossibility."

The word "impossible" was not included in the vocabulary of the man who had already revolutionized the industry with assembly-line production, \$5.00-a-day wages, the Model-T and the Model-T automobiles. With fire in his eyes, Henry Ford said, "Gentlemen, you don't understand; I must have a V-8 engine, and you're going to build it for me. Now, go do it." Guess what? They built the V-8 engine. They did it because one man was intelligently ignorant enough not to know that something couldn't be done-so he did it. We see this every day, don't we? One says, "I can't" and doesn't. One says, "I can" and does.

**Why do some people do the impossible?**

**Why are they like bumblebees?**

# Week 31-Decisive

## Day 3

### Personalities

We all have unique personalities. These personalities, to a great degree, determine your quality of decisiveness. See which fits you.

- A) This is the person who plunges into action with very little thought of consequences. This person is only interested in the result. No concern for relationship.
- B) This is the social person. Relationships are more important than the result. This person spends time concerning self with what an action will do to a relationship.
- C) Lacks the quality of decisiveness.

On a firing range, it would look like this:

The A's—Ready, Fire

The B's—Ready, Aim, Socialize

The C's—Ready, Aim, Aim, Aim

Not one of these is ideal. It's important for you to realize which you are so you can improve.

You have to know where you are in order to get to where you need to be.

**Which one of these do you think you are? Explain.**

**Everyone is different; none of us are the same. Would it be helpful to know your strengths as well as your co-workers? Explain.**

## **Week 31 - Decisive**

### **Day 4**

#### **Diamonds**

Douglas Feavel, in his book, *Uncommon Character*, tells a story about an African farmer who heard stories of diamonds being found in his country. The stories were so amazing he decided to sell his farm to look for the diamonds that would make him rich. After searching and finding nothing and becoming despondent, he threw himself in a river and committed suicide. The story continues with the farmer who bought the land from the first farmer. In a stream on his property he found a rock that was shiny enough to notice. He placed it on his fireplace mantel where a friend identified the shiny rock as a diamond, possibly one of the largest ever found. There were many other diamonds found on his property, making it possibly one of the richest areas in Africa.

**This story illustrates, “Bloom where you are planted.” How?**

**Why is it that many people blame their location on their failure?**

# Week 31-Decisive

## Day 5

### Evaluate Your Week

We've been focused on "Decisive" this week, how did you do? For every goal not met, explain what happened and what you can do differently next week to have success.

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If you completed goals, what did you learn?

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Write down in complete sentences, something that you learned about "Decisive" this week.

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Of the three stories, "V-8 Engine", "Personality Types", "Diamonds", which had the greatest impact on you? Why?

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### Demonstration:

For each day of the week, give yourself either "+" if you demonstrated this quality or "-" if you did not.

M \_\_\_\_\_ T \_\_\_\_\_ W \_\_\_\_\_ Th \_\_\_\_\_ F \_\_\_\_\_ Sa \_\_\_\_\_ Su \_\_\_\_\_