

Worksheet

The Edge Team Training
Module 9 – Session 3

Existential Flexibility

EXERCISE 1. Clarify Your “Why”

What is your just cause – one you will sacrifice for? (Something that is worth it. Something noble.)

Why do you exist as a company? For what purpose?

EXERCISE 2. Be Adaptable, Not Opportunistic

Do you need to profoundly change direction for the cause at huge expense if necessary?

Is there a product or service you need to be willing to blow up rather than have the market blow it up?

EXERCISE 3. Trust Your Team:

Do you need to give trust before it is earned and then teach your team how not to break your trust?

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