



# Business Leadership Group Discussion & Application Guide

Ron Henry, God’s Perspective on Your Career & Business–Session 1 of 3

Ron’s experience of 30 years has led him to some dramatic conclusions regarding how ***we are each uniquely qualified to do particular things, business and career-wise***{Some people think of this as their *sweet spot.*} What happens when you hire someone whose job description matches their sweet spot? [Consider your own work experience, as well as people you have hired]

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Ron believes in speaking of ***assignments***, vs. jobs. ***Assignment*** reminds us that we are not owners; but stewards. He goes on to encourage us to separate ***what we do as work from who we are. Would this be a good distinction to make in a hiring interview?*** If someone asked you in an interview “Who are you?” what would you say?[share with your group and compare notes]

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Ron challenges us to think of a time in our lives when we woke up in the morning with great anticipation about the work at hand. Make a list of descriptive terms that best describes the organization’s state—start-up , stable, building, dynamic growth, legacy, etc; team dynamics—SOHO, small team, large enterprise, etc. ); other dynamics that made the work especially enjoyable to you. [share your thoughts]

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Select an idea or concept from today’s talk that would make the most impact or warrants immediate attention and answer the following questions:

1. Should I apply this concept or practice to my business or personal life?
2. Can I commit to a schedule to implement this application? [explain and discuss with the group, if necessary]

Comment:

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**Development Objectives:**

**Life, Leadership, Excellence, Kingdom**

“He who receives you receives Me, and he who receives Me receives Him who sent Me.” Matthew 10:40 NASB

For as he thinks in his heart, so is he. Proverbs 23:7a NKJV



# Business Leadership Group Discussion & Application Guide

Ron Henry, God’s Perspective on Your Career & Business –Session 2 of 3

Last session, Ron suggested that we recall times in our careers when we experienced great anticipation about the work at hand. Contrast those times of great anticipation with a time when you dreaded plowing into your work. Describe the work circumstances that led to the sense of dread. [share with your group]

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In Ron’s opinion, knowing your value proposition and being able to articulate it may be even more important to you as a gainfully employed business leader than it is to someone seeking employment. Do you know what you do that brings the most value to your organization? Can you articulate it? [discuss with your group]

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Review the questions on the next page and fill in the blanks on the four questions. Discuss with your group before doing so and after you have provided some or all of the answers. Consider the process that Ron outlines as an ongoing assignment until you have some solid conclusions.

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Comment:

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# Aligning with God's Perspective for Your Career and Your Business

## What's Your Value Proposition?—WORKSHOP

For your professional value proposition that is used for your company, your resume, LinkedIn profile and as a tool to reach out for networking (Your 12), we answer 4 questions:

**Who are you?** - [from example below] *role as leader is implied through the first sentence.*

**What do you do?** - *acquire and blend diverse or underperforming organizations into strong and growing business entities*

**How do you do it?** - *develop and implement strategic plans for business development, cost reengineering and expansion into new competitive markets.*

**What is the outcome?** - *develop strong hands-on leadership teams and lead large organizations to meet company profitability goals*

**Consider the example from the PowerPoint sample of the business leader who is considered a turnaround specialist:**

Extensive experience acquiring and blending diverse or underperforming organizations into strong and growing business entities. Demonstrated success by developing and implementing strategic plans for business development, cost reengineering and expansion into new competitive markets. Proven track record of developing strong hands on leadership teams and leading large organizations of people to meet company profitability goals.

**Now, to personalize these questions, consider your own greatest contributions to your organization**

Who are you? [think in terms of your value proposition]

What do you do?

How do you do it?

What is the outcome?

This exercise is not a *one and done*; but is most valuable with periodic revisits and specific applications to your social networking [especially LinkedIn] and other communications.

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# Business Leadership Group Discussion & Application Guide

Ron Henry, God’s Perspective on Your Career & Business –Session 3 of 3

Ron promotes the notion that Jesus’ value proposition was instrumental in His success in changing the world. Beyond the miracles, salvation, abundant life, amazing teaching, what was it about Jesus that you found most compelling or valuable when you were in the investigative stages of your relationship with Him? [share your thoughts and experiences with your group—consider verses listed below]

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Ron suggests taking the value proposition from last week’s session and sharing it with 12 people closest to you—to engage them in refining it and to **introduce or reinforce your business competencies to them**. By doing so, you promote your business and promote future business development in areas where you are most passionate and competent. Do you have any ongoing processes to promote your value proposition as Ron promotes? [discuss with your group]

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Ron encourages us to go out of our way to hire team members that specifically complement our own strengths & weaknesses. Without a thoughtful approach, leaders default into hiring people that are like themselves—compounding weaknesses and creating competition around strengths. Share with your group ways that you avoid this trap.

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Comment:

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Verses for consideration on Jesus’ value proposition: Mt 5:17-fulfilment; Lk 19:10-save; Mk 10:45-serve; Mt 20:28-ransom; Jn 10:10-Abundant Life; Jn 14:9-revelation; Heb 10:9-do Father’s will; Lk 4:43-reveal the Kingdom; Jn 18:37-reveal truth

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