

FCCI Business Leadership Group Discussion Guide Ken Blanchard, Lead Like Jesus -Session 1 of 4

Session 1 Highlights:

- Ken shared that he never really understood the Gospel message until it was expressed to him in marketplace terms.
- “Profit is the applause that you get for creating a motivating environment for your people and taking care of your customers. It’s not the reason to being. If it is, then you’ve got the wrong deal. You don’t understand the Faith.” --Ken Blanchard
Share your thoughts on this:

Write down one or two concepts from this session that could improve your business or personal life:

Select the item above 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]
3. How will I measure or evaluate the impact of these changes in my business or personal life?
4. When will I implement? ____ / ____ / ____
5. Will I share with others the outcomes following implementation?

Comment:

6. What story can I share to multiply the blessing of past applications from this group?

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



**Development
Objectives:
Life, Leadership,
Excellence &
Kingdom**

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Session 2 Highlights:

- “Servant Leadership is a Biblical mandate” [see Mk 9:35, Lk 22:26, Mk 10:42-45, Jas 4:6, Lk 18:14, Lk 14:10-11, Mt 23:11, Mt 20:25-28]
- Leadership requires answering: Who are you? What business are you in? Where you are going? [vision] What will guide your journey? [values]
- Ethical Test: 1. Is it legal? 2. Is it fair to all? 3. If you do or don’t do it, would you like to have it published for all to know?

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“The greatest among you shall be your servant.” Mt 23:11

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Ken Blanchard, Lead Like Jesus -Session 3 of 4

Session 3 Highlights:

- Review and Application: “Is it legal? Is it fair? Would you like it to be published in the local newspaper?” led company leaders to make extreme cost cuts & personal pay reductions to avert layoffs.
- Southwest Airlines is well served by the following values: “Warrior spirit [can do, now], servant hearts & a fun loving attitude.”
- Objectives are a requirement for businesses. *Vision is critical* for any organization.
- Effective leadership requires impacting hearts, not just imparting knowledge.
- Accepting the notion of a ‘normal distribution curve’ simply guarantees failure for a set percentage of your people—not a Biblical concept. At the same time, objective measures of productivity are mandatory. You can’t manage what you can’t measure.

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“No longer do I call you servants, for the servant does not know what his master is doing; but I have called you friends, for all that I have heard from my Father I have made known to you.” John 15:5 ESV



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Ken Blanchard, Lead Like Jesus -Session 4 of 4

Session 4 Highlights:

- The biggest issue in most companies is lack of a clear vision.
- Jesus came not to create a religion, but to build relationship.
- Ego can get in the way when false pride leads us to self-service or when fear leads us to self-doubt.
- Exhaustion & the insanity of the rat race is one of the greatest fail factors for executives. “Even if you win the rat race, you’re still a rat” Lilly Tomlin.
- Jesus’ personal life and public ministry was distinguished by the following habits: Solitude, Prayer [Adoration, Confession, Thanksgiving & Supplication], Intimacy with God, Scripture knowledge, a Small Group of Truth Tellers and Absolute Trust in the Father.
- Remember, no matter how much you win in life, it all goes back in the box. Lead like Jesus, making disciples.

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“Therefore go and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and *teaching them to obey everything I have commanded you*. And surely I am with you always, to the very end of the age.” Mt 28:19-20

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