

## April Meeting

(continued from page 1)

The club prefers that you pay as you go so come prepared.

Golf after 11:00

Lunch at the grill - Cash!

Cocktails - 6:00-7:00

Dinner - 7:00

Directions: From the Bay Bridge go south on Rt. 50 to the Easton Airport on your right. One mile further down the road is a by-pass (Rt. 333) to your right. Follow this across the Peach Blossom Bridge, and the third road to your right will be Country Club Drive.

## Dates to Remember

**MAY 9**

Superintendent Pro Tournament

**JUNE 13**

Indian Springs Country Club

**JULY 11**

Loudon Golf and Country Club

**AUGUST**

Family Picnic

**SEPTEMBER**

Philadelphia Tournament

Wilmington Country Club, Wilmington, Del.

**OCTOBER**

Superintendent's Tournament

Hunt Valley Golf Course

## The Maze Theory

A noted psychologist interviewed and measured 100 successful businessmen and how they "moved up the ladder" to success. Dr. Jennings found seven reasons these people "made it" through the Maze.

1. **TRUST SENSE.** This is the first and most important. This means that the MAZE BRIGHT man takes the trouble to make himself available to his organizational superiors. His boss trusts him, knows that he is working and most important, that the boss can find him if he needs him. The boss feels sure that he can

(continued on page 10)



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## The Maze Theory

(continued from page 8)

depend on the MAZE BRIGHT person should he need to make a tricky decision or just talk.

2. **POWER SENSE.** The MAZE BRIGHT individual knows who are the really key people in any organization. He knows that a man's position on an organizational chart is, not the true indicator of the man's ability to get things done or to make changes in the structure of the organization. He knows that out of a group of executives in a firm, all at the same level on the organizational chart, some will enjoy more power and influence than others. He also knows that if he is to be successful, he must associate himself with the truly powerful people or those that have a direct line to the top decision makers.

3. **PRIORITY SENSE.** Knowing what is important to the important people. Priority sense is the matter of determining on your own, the really important things you should be doing with your time. The MAZE BRIGHT person realizes that he is evaluated on only 10% of his output and exactly when that evaluation is taking place.

4. **RULE SENSE.** Rule sense is the ability to look behind the reason that a given rule exists. A shrewd executive will never write down a rule unless it is absolutely necessary. However, the shrewder employee will look at the rule and examine why it was created. Why the writer wrote it and what he had in mind. The MAZE BRIGHT employee will determine if the rule

applies to him, how it applies to him and interpret the rule accordingly.

5. **FACE SENSE.** This MAZE BRIGHT person will never attack a man's face or ego. This makes enemies and this is the last thing a MAZE BRIGHT individual has in mind. For example: At a meeting, a suggestion is put out. You don't agree with the idea. The MAZE DULL person will come out and say "that's a stupid idea." This is an attack on the man's face and it makes the man look badly. The MAZE BRIGHT individual will say something like "That's a good idea, Fred, however, have you considered this . . ." then go on to bring out his critique of the man's idea in such a way as not to attack the man's face or ego.

6. **SENSE OF PROPER.** Everyone has a sense of proper. Some words, actions, or activities offend us. The MAZE BRIGHT individual will not offend someone's sense of proper by swearing or engaging in activities that may be offensive to any individual in the room or given environment.

7. **CUE SENSE.** This is the ability of a MAZE BRIGHT person to interpret visual or verbal cues from a superior that may change his priorities or the project currently in the works. This is done without the boss coming out and saying it directly. In other words, the MAZE BRIGHT employee has the knowledge to watch his superior, interpret what they say and do and determine his own direction without actually being told what to do or how to do it.

*From S. Florida Green, October 1976*

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