

The Art of Waging Business War

Hiring a Team

Sun Tzu said:

The clever combatant looks to the effect of combined energy, and does not require too much from individuals. Hence his ability to pick out the right men and utilize combined energy.

When he utilizes combined energy, his fighting men become as it were like unto rolling logs or stones. For it is the nature of a log or stone to remain motionless on level ground, and to move when on a slope; if four-cornered, to come to a standstill, but if round-shaped, to go rolling down.

Thus the energy developed by good fighting men is as the momentum of a round stone rolled down a mountain thousands of feet in height. So much on the subject of energy.

Leaders Should Understand:

A good leader looks to the effect of combined energy and does not require too much from individuals. Hence, his ability to hire the right employees to create this combined energy.

When this good leader builds a team that create energy, his employees gain momentum. If the team is assembled with the right elements, it will propel forward. If the team does not have a spark of cohesion, the employees will cause the company to stagnate. And, if the company has even one employee that impedes progression, the company will stop moving in a direction.

Thus, the energy developed by good employees is as the momentum of a stone rolling down the hill. That is enough about that.

