



## Corley Hanson Associates Newsletter Making Your Business a Team Sport! March 2006

### Greetings!

Welcome to Spring and the end of Quarter 1! What seeds will you be planting this spring? What opportunities are open to you?

This month we talk about improv and baseball. If we focus, we can find great business and leadership lessons in many areas.

Keep your eyes open. Enjoy!

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### Improv in Business

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As we travel around and work with different companies, we certainly see that the skills needed to be great in improv – collaboration, inventiveness, flexibility, quickness, and the ability to incorporate new ideas as they appear moment to moment is precisely the same skills we need in business. People that can think on their feet and adjust to the situation will be lined up for business success. So let's look at some of the rules of improv:

#### **Rule #1: Accept the offer**

In an improv situation on stage, if an actor says, "we're going to the Amazon jungle," the other actors must accept it as reality. They can't say, "No we are in an ice cream store," you need to accept the offer. How do we gracefully accept the offer and go with the flow?

#### **Rule #2: Yes and. . .**

This incorporates the rule of accept the offer while requiring that the actor build on it and what's been offered. The importance of this rule cannot be over emphasized. Improv simply goes nowhere without it. For without it, no coherent story will ever emerge and the cast of players will never truly become a Team. In business, it's also a way to add new ideas without making someone wrong on their previous idea such as, Mary says, "I think that we should bring the product to market in Asia first" and her colleague John says, "yes and if we can work in India simultaneously we may get the traction we need to move ahead."

### **Rule #3: Adapt your role to the reality**

You must believe genuinely that various roles are truly appropriate at different times. You must practice being in the moment with people and learn how to authentically step into the roles that are needed. Sometimes you may need to be in the role of team player, sometimes you need to be in the role of leader and sometimes you need to be in the role of observer from the balcony.

### **Rule #4: Be generous towards others**

The best way to make an improv successful is to be generous towards others and focus on making everyone look good. In business, this is seeing how we can create win-win situations. When we have set up a win-lose situation, especially with colleagues, customers and sometimes even competitors, we start to go down a different road.

For more information on how improv and business relate, check out two of the books on the Corley Hanson [book resource page](#) – *Improv Wisdom: Don't Prepare Just Show Up* by Patricia Ryan Madson and *Leadership Presence: Dramatic Techniques to Reach Out, Motivate, and Inspire* by Belle Linda Halpern and Kathy Lubar.

## **The Keys to Success in Baseball and Business**

*Will Corley is a connoisseur of baseball and business. Philosophically and from a business perspective, let's look at how these "sports" go together.*

Putting together a successful major league baseball team requires an organization that remains focused on what truly matters. The players are the ones who make the difference between winning and losing. Baseball is much more than the play that happens on the field. The game of baseball has a mythical aura surrounding its game and its players. Winning in baseball is an art. Statistics are developed and talked about over and over and enshrined like the numbers of the Dow Jones.



There are qualities that make up both a successful major league baseball team that are the same ingredients that make up a successful major league business.

- Leadership
- Coaching
- Strategy
- Learning and development
- Retaining talent
- Teamwork and synergy
- Attitude

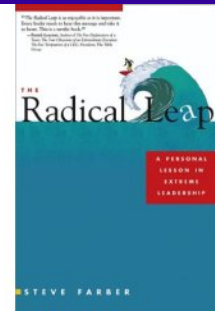
Without these components, neither business nor baseball would be successful. As the season opens up, keep looking at what you can learn. Will is certainly going to be doing that!



## Book Review: The Radical Leap

by *Steve Farber*

Farber creates a story/parable about the need for leaders to reengage their passion and sense of purpose in their business. He provides a simple but powerful tale where leaders truly can make a difference. His bold message is that leaders need to take a radical leap of extreme leadership for the sake of the organization and the people - to create a change for the better. Companies and leaders fall asleep and this story provides a wake up call.



What it means to take a radical leap is:

- Cultivate love;
- Generate energy;
- Inspire audacity; and
- Provide proof.

These are the powerful ingredients for success if you are willing to take a radical leap as a leader.

## Wendy Hanson speaks at the Bryant University Women's Summit 2006

Wendy Hanson conducted a workshop at the Women's Summit on "Visions for Leadership in Business Success." The keynote speaker at the conference was Jane Pauley. It was a great event that brought over 900 women together to look at how vision impacts your life, your community, and your world.



We have added a visualization exercise to our website in the [Tools & Resource](#) area. This 10-minute visualization exercise will help you look at your future career or business three to five years from now. If you want to take full advantage of what your mind and your body has to offer, take 10-minutes in a quiet space and allow yourself to go into relaxation and do this meditation.

Wendy will also be speaking at the eWomen Network Event on April 12th in Providence. The topic is "Have Vision Will Travel" – creating a vision to set a course for your life and your business.

For more information, please feel free to contact Wendy at [whanson@corleyhanson.com](mailto:whanson@corleyhanson.com)

## TV Review: American Idol

I admit I am hooked and have been since the first season of American Idol. I am hooked on talented individuals thriving for excellence and testing themselves each week. I am hooked on the drama that only one person can win in such a talented group. I am hooked on the humanity of failing yet still winning by going for your dream. I am hooked on the judges' critique of the talent and providing a framework to view each weeks set of performances.



The immediacy of performance and putting all on the line hooks me each week. I am hooked on the American dream that if you bring the right heart, work ethic and drive with talent, anything is possible.

*Will Corley*

## Perspectives

*"The true voyage of discovery consists not of seeking new landscapes, but having new eyes."*  
Proust

*"If you change your perspective, you can change your reality."* Wendy Hanson

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