



BOOK NOTES

The Right Call

by Sally Jenkins

- Decision making is the result of: Conditioning; Practice; Discipline; Candor; Culture; Failure, and Intention
- Even at rest, the brain consumes 20% of the body's fuel - Physical and mental conditioning go hand in hand
- The elite practice what they are worst at and dislike the most. Confidence drops when technique is weak
- Self control in little things leads to better control of bigger things
- Candor - leaders don't present problems w/o solutions
- In the absence of feedback, people tend to fill in the blanks with negatives - tell your high performers they do a great job
- Language of Leadership: illuminating not obfuscating; well structured to avoid misunderstanding; it is trustworthy; and emotionally connective, expressive
- Characteristics of culture: Articulate the character you aspire to; Make hires that reflect it; Communicate it across the organization; reinforce it with all the structures and policies at your disposal
- Treat losing with a spirit of inquiry - Champions are good losers
- Intention in its very essence is a futuristic act
- Source of true power is not individual authority, but team buy-in

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