MANAGEMENT BY PROVERBS

Scriptural Wisdom for Superior Results

MICHAEL ZIGARELLI

9 to 5 MEDIA
## Introduction: Why Manage by Proverbs?

### The Manager in the Mirror

**PRINCIPLE 1:** Commit Your Work to God  
**PRINCIPLE 2:** Lead with Humility  
**PRINCIPLE 3:** Lead with Integrity  
**PRINCIPLE 4:** Avoid Cultural Conformity  
**CASE:** What Really Matters at Work?  
**CASE:** Peter at Polydeck  
**VIDEO CASES:** Flywheel, Wall Street, The Letters, The Blind Side

### Managing Your Organization

**PRINCIPLE 5:** Consider Profit a Means, Not an End  
**PRINCIPLE 6:** Be Guided by Core Values  
**PRINCIPLE 7:** Plan with Many Advisers  
**PRINCIPLE 8:** Simplify the Structure  
**PRINCIPLE 9:** Execute with Excellence  
**PRINCIPLE 10:** Improve through Analytics  
**PRINCIPLE 11:** Provide for the Poor  
**CASE:** The Downsizing Dilemma  
**CASE:** Big Problems at Big Idea  
**VIDEO CASES:** Moneyball, Jobs, Jerry Maguire, The Founder

### Managing Your People

**PRINCIPLE 12:** Perfect Your People Skills  
**PRINCIPLE 13:** Measure Twice, Hire Once  
**PRINCIPLE 14:** Build Organizational Trust  
**PRINCIPLE 15:** Value Employee Input  
**PRINCIPLE 16:** Motivate through Praise  
**PRINCIPLE 17:** Deliver Criticism with Care  
**PRINCIPLE 18:** Terminate Troublemakers  
**CASE:** When a Good Worker is Poor  
**CASE:** Praising People to Success at Mary Kay  
**VIDEO CASES:** Freedom Writers, Miracle, Apollo 13, Dead Poets Society
Managing Your Life

PRINCIPLE 19: Train, Don’t Try, to Become a Better Person 231
PRINCIPLE 20: Pursue Excellence in Everything 235
PRINCIPLE 21: Clarify Your Calling 241
PRINCIPLE 22: Rejoice in the Spouse of Your Youth 245
PRINCIPLE 23: Guide Your Kids to Walk with the Wise 249
PRINCIPLE 24: Invest Your Money Faithfully 253
PRINCIPLE 25: Don’t Be a Slave to Your Feelings 257
PRINCIPLE 26: Close the Gratitude Gap 261
PRINCIPLE 27: Tame Your Temptation 265
PRINCIPLE 28: Get Rid of Gossip 269
PRINCIPLE 29: Ten Commandments for Difficult Conversations 273
PRINCIPLE 30: Keep Listening to Instruction 279
CASE: Successful Sam 283
CASE: Creating a Career Plan 289
VIDEO CASES: Chariots of Fire, The Pursuit of Happyness, 293
Amazing Grace, Fireproof

Notes 297

Index of Proverbs Used in this Book 313