

## LESSON 11

### The Law of the SCOREBOARD

#### *“The Team Can Make Adjustments When It Knows Where It Stands”*

- The team members need to know where the team stands in order to break higher barrier. Thus, the scoreboard is important.
- Teams that succeed make adjustments to continually improve themselves and their situations.

#### Why is the Scoreboard Essential?

- **The Scoreboard Is Essential to Understanding.** In sports, players and coaches understand the importance of scoreboards. They provide you with a snapshot of the game at any given time. If you arrive at a game halfway, you only need to look at the scoreboard to assess the situation. Many small business owners go for many years without tracking sales and still wonder why they can't grow in their business.
- **The Scoreboard Is Essential to Evaluating.** Personal growth is a key to success. Growth = Change. If you want to be better, you have to change in the right direction but that happens if only you are able to evaluate yourselves and your teammates. Competing without scoreboards is like bowling without pins, you work hard but don't really know how you're doing.
- **The Scoreboard Is Essential to Decision Making.** Understand the team's overall position. Then, evaluate individual areas for their effectiveness. Make sound judgments on how to turn the team into a vibrant and successful team.
- **The Scoreboard Is Essential to Adjusting.** Scoreboards show you where adjustment can be made. The scoreboards could mean coaches, mentors, lecturers, advisors, close friends etc.
- **The Scoreboard Is Essential to Winning.** How do you know time is running out unless you check the clock on the scoreboard?

**Team thought: When you know what to do, then you can do what you know.**

#### Becoming better team member:

- What is your scoreboard in your respective departments? How do you measure your progress?
- What should you be keeping track to ensure that you are doing your best?

#### Becoming a better team leader:

- Check the scoreboard and communicating the team's situation to its members.
- You need to make sure the team members continually evaluate, adjust, and make decisions as quickly as possible.
- Do you have a system to make sure that happens?

- Evaluate how consistently and effectively you consult your scoreboard.

