



The Game of Work

Book notes by Frumi Rachel Barr, MBA, PhD

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Foreword by: Paul J. Meyer Founder and Chairman of SMI International

Author bio and credits:

Author's main point: The purpose of this book is to teach the precise principles to achieve goals. The main premise is that people put up to ten times as much energy into their avocations as their vocations. We can increase our enjoyment, enthusiasm and fulfillment by implementing the principles of the Game of Work and win the game.

A few supporting ideas:

In recreation goals are clearly defined

- ◆ Score keeping is better: objective, self-administered, peer audited, dynamic and allows comparison with personal best.
- ◆ Feedback is more frequent
- ◆ Participants feel they have a higher degree of choice
- ◆ The rules don't change in the middle of the game.

When the following criteria for goal setting are applied in the workplace, they can produce motivation similar to that found in recreation;

1. Goals must be written
2. Goals must be your own
3. Goals must be positive (rather than negative as in becoming a nonsmoker rather than stopping to smoke)
4. Goals must be measurable and specific
5. Goals are best stated in inflation-proof terms.
6. Goals must be stated in the most visible terms available (not just percentages)
7. Goals must contain a deadline
8. Goals must allow for personality change - we can and do change with goals
9. Goals must contain an interrelated statement of benefits. WIIFM (What's in it for me?)
10. Goals must be realistic and doable.

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About the reviewer: Frumi Rachel Barr, MBA, PhD

Many CEO's find themselves asking "What now?" to sensitive situations that only an experienced former CEO can understand. Frumi is brought in to solve problems and often remains to work with you, as your confidante and secret weapon. She has an uncanny knack of getting to the heart of your corporate climate and maximizing your team's performance, profitability and sustainability.

To schedule a free *Break From the Pack to Success* consultation email

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