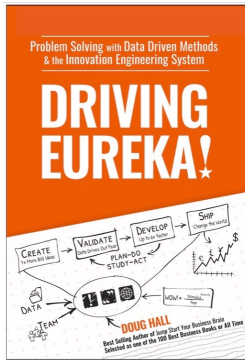




OPTIONAL DISCUSSION



CHAPTER 1

- What did you learn from this chapter?
 - What confirmed what you already thought?
 - What challenged your preexisting beliefs?
-
- As the world has changed, how have you changed?
 - For your organization, is today the best of times or the worst of times?
 - For your career, is today the best of times or the worst of times?
 - Are you optimistic or pessimistic about your ability to face the new realities in the marketplace?

NOTES