



HELPING CHURCH LEADERS MAKE THE TRANSITION FROM THE PRESENT TO THE FUTURE

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IMPORTANT LESSONS FROM PETER DRUCKER

Peter Drucker and management are synonymous. Long recognized as the "father of modern management," a recent *Forbes* cover story called him "the most perceptive observer of the American scene since Alexis de Tocqueville." From our beginning, Leadership Network has been fortunate to have the ongoing benefit of Drucker's wisdom and counsel in determining our mission and strategy. Participants at Leadership Network forums and conferences have been recipients of his insight through his presence and presentations. Recently, Bob Buford, the Chairman of the Board of Leadership Network, reflected on the most important lessons he and Leadership Network have learned from Drucker. While the list is long, we have excerpted ten for this 75th issue of *NetFax*.

1. The mission comes first. The mission of nonprofits (including churches) is changed lives.
2. The function of management is to make the church more church-like, not to make the church more business-like.
3. An organization begins to die the day it begins to be run for the benefit of the insiders and not for the benefit of the outsiders.
4. Know the value of planned abandonment...you must decide what not to do.
5. Know the value of foresight...you can't predict the future, but you must assess the futurity of present events.
6. Focus on opportunities, not on problems. Most organizations assign their best resources to their problems, not their opportunities.
7. Management is a social function and has mostly to do with people, not techniques and procedures.
8. People decisions are the ultimate control mechanism of an organization. That's where people look to find out what values you really hold.
9. All work is work for a team. No individual has the temperament and the skills to do every job. The purpose of a team is to make strengths productive and weaknesses irrelevant.
10. The three most important questions are "What is our business?", "Who is the customer?", and "What does the customer consider value?"

For more information on Drucker, visit the Drucker page at <http://www.leadnet.org>

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