



Wiseman and Foolishman

Wiseman and Foolishman are the only two contenders left for Princess Anne's hand in marriage ... One day, His Majesty decided it was time to give the two men the ULTIMATE test ...

"Go out to the beach and bring back to me, by this time tomorrow, the whitest blemishless, flawless, beautifullest seashell you can find ..."

"Your wish is my command, Your Majesty," chorused Wiseman and Foolishman, and off they zipped to the beach ...

Foolishman picked up the first white seashell he found and carefully examined it. There was a fine crack. Foolishman flung it into the water. He picked up another shell and scrutinized it ... He found a scratch on it ... he threw it far away. He went on, examining one white seashell after another ... Every one had some chip or blemish or discoloration or some flaw ... A little angry, somewhat frustrated, Foolishman threw every one of them back into the ocean. Soon, there was not a white seashell left on the beach ... Foolishman went back, empty-handed. He told the King the seashell of His description does not exist.

Wiseman, on the other hand, had been quietly picking up a basketful of the best white seashells he found on the beach. He then sat down under a shady tree, poured the shells on the ground, and took his sweet time to select the most beautiful, most flawless, most blemishless white shell he could find. He went back to the Lord, with his selection. It was not perfect, certainly far from flawless, but it was the best he could find.

The Lord was delighted. He gave his daughter's hand in marriage to Wiseman for his wisdom.

Moral of the story :

Doesn't this story remind us of the way we make decisions in corporate?
Some of us may not even have noticed it!

We are very quick to throw good ideas out of the window as soon as we find the slightest problem or side-effect! We then move on to entertain other ideas ... And since there probably isn't an idea without any problems, we often end up rejecting every idea that comes along! So, we happily live with the status quo, conveniently forgetting that the current approach has loads of associated problems, probably a major source of customer dissatisfaction! So, why must its replacement be PERFECT? Do we even notice the irony of it all?

We should take Wiseman's approach for all Corporate improvement initiatives and decision-making. Let's all be corporate wisemen and wisewomen ...