

Good Profit Discussion Starters

1 In what ways does your team and business **create value**? How do you measure it?

2 ***“Mutually beneficial voluntary transactions based on trust are the hallmark of economic freedom and vital to good profit.”*** (page 45)

- Provide two examples in your business and two examples in society of mutually beneficial voluntary transactions.
- What examples of non-voluntary transactions come to mind?

3 **Challenge Process:**

- When was the last time you/your team helped eliminate waste?
- Challenged the status quo?
- Removed a process that was no longer adding value?
- What is your contribution to the ideas of others?
- When was the last time you challenged the status quo or a workplace approach with your supervisor?
- When was the last time you were challenged by your direct reports or peers?
- How did you respond?
- What are you doing to encourage others to speak up?

4 Describe a time when **comparative advantage** (page 174) was utilized to maximize the value created by a team. Where do you see this model being applied today? How might your group improve both its understanding and application of this model?

5 What are one or two specific times you had **“the glorious feeling of accomplishment”**? Why was it such a great feeling?

6 In your own words, define **tragedy of the commons**. What are some examples from inside and outside your company?

7 Review the eight steps/elements in the **Decision Making Framework** (page 183) and examine the list of decision traps (pages 185-186). Which two do you find yourself most frequently falling into?