

# MANAGEMENT BY OBJECTIVES

## *Leader's Guide:* TM7-3

Lecture time: 26 min. -  
Discussion time: approx. 40 min.



### **Lecture handling instructions**

- Lecture TM7 covers revolutionary concepts like “Management by Objective” and the “Pareto Principle”. These are just some of the principles that make New Life for Churches so outstandingly different from other ministries.

### **Leader’s Oral Opening Comments**

- The “vital few” and the “trivial many.” An interesting concept! — what is it? It means that the number of valuable items in a group are usually a small portion of the total. Sometimes it is referred to as the concept of the “vital few” and the “trivial many,” or the 80/20 rule.

### **Leader’s Oral Closing Comments**

- Now that you understand the concept, the difficulties of applying it can begin. Let us discuss it.

### **Prayer instructions**

- MBO — Management By Objective — Is a real point for prayer. MBO means *thinking in terms of specific goals* — rather than in terms of procedures and regulations. — Let us pray about that!
- MBO encourages the asking of such questions as, „*Exactly what are we trying to accomplish?*” Let us pray about that!
- MBO provokes us to think: “*Why should we be doing this?*” and, „*Is there a better way?*” instead of such questions as, “Is this in keeping with church policy?” or, “Is this what we were told to do?” Let us pray about that!

### **DVD lecture**

- Stop the video after Section 5 and take a time to do a *Paper-Work Quiz* (Section 6 ). Discuss the results. Then continue to watch the lecture (Section 7 ).
- Take some time to go over the ministry objective that each person has written down. Make sure that it is appropriate and realistic.