

3. Don't fall into the triviality trap. In making speeches, solving problems, counseling employees, think of those things that really matter, things that make the difference. Don't become submerged under surface issues. Concentrate on important things.

### TAKE THIS TEST TO MEASURE THE SIZE OF YOUR THINKING

In the left-hand column below are listed several common situations. In the middle and right-hand columns are comparisons of how petty thinkers and big thinkers see the same situation. Check yourself. Then decide, which will get me where I want to go? Petty thinking or big thinking?

The same situation handled in two entirely different ways. The choice is yours.

SITUATION	THE PETTY THINKER'S APPROACH	THE BIG THINKER'S APPROACH
<i>Expense accounts</i>	1. Figures out ways to increase income through chiseling on expense accounts.	1. Figures out ways to increase income by selling more merchandise.
<i>Conversation</i>	2. Talks about the negative qualities of his friends, the economy, his company, the competition.	2. Talks about the positive qualities of his friends, his company, the competition.