**Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ School: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**7 Skills to Make Mills # 7**

**(Alternate Assignment for Business Ethics Student Training)**

**Please Note:** One activity is required per month for each WBL release period. You may ***only*** use this assignment if you are released for multiple WBL periods. You must first complete an assignment related to the skill area of the month (Attitude/Respect, Business Communications, etc.). Each chapter of the book serves as a separate assignment. You will find nine separate activities in this document. Assignments will need to saved with the correct title/number, your name and make sure you identify which month the assignment is to be credited to.

**Skill 6: Relationships**

LEARNING TARGET: Explain the gist of relationship skills in business and determine how this skill will be applied in your life.

1. “…the ability to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ strong \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ is vital to your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
2. “Now I understand the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ relationships.”
3. “The relationship business is about \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, not \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ them.”
4. “\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ are the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of relationships.”
5. “Make sure you are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ yourself with \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and people who \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ like \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
6. “If you are focused on reaching your goals, then you may find it necessary to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ yourself from some of your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_; they can \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ your progress.”
7. Define “impede””
8. “The process of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ influences should extend beyond your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
9. Define “audit”:
10. “My \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ is too \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to have it \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ by those who are interested in the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ of their brand and image.”
11. Why did the author NOT HIRE the recent college graduate?
12. “We all face \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in life, but how we \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to it reveals the true \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ we possess.”
13. “A good \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ can spot something \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ about you, often before you can see it \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
14. “They use their \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to encourage you that you can be far more than you ever \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ possible.”
15. “…it is important to fine someone in the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ who is successful and whom you can \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ that person to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ you.”
16. “How much money I can make is not as important at how much money I can \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
17. “When you meet your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ mentor ask questions that show you are a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_person and provide you with the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ you need to help \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ your situation…”
18. “\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ are always looking for sharp, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
19. “Don’t base your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ on the clothes, cars and bank rolls that people have, but by their \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
20. “Consider your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ like a business in itself…Make sure you are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ the type of people who will \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ your brand…Reach out and connect with those who share your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ for achieving \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
21. “It’s \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ that you take a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ road, because you now live by a higher \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.”
22. Define “paramount”:
23. “\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_your problems, don’t \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ them.”
24. “Don’t just look at what people \_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ for you, but be \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ to do for others.”
25. “\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ can last a \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and be extremely \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ if built and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_properly.”

Personal Reflection

1. Write down the name of your five closest friends or those who influence you the most. Beside each name write a positive or negative sign, depending on what type of influence they are in your life.
2. What can you do TODAY to distance yourself from negative influences?
3. Describe the type of influence you are in your circle of friends, school and community.
4. Who is your mentor? What has this mentor taught you?