



— From the Pen of —
Olan Hendrix

Objective Questions

Lorne Sanny, the successor to Dawson Trotman in the Navigator movement, is a sharp and creative manager. He was not always so. After his succession to the leadership, Lorne went through a very difficult period. It was only after he read a little booklet titled *Management*, written by the President of the National Bank of Detroit, that Lorne began to see that here were some skills he could acquire. After studying management for many years, Lorne Sanny framed four questions relative to objectives, because he found that he had to have some point of contact with the people who were serving under him. These were the most perceptive objective-oriented questions I have ever seen.

Lorne says, “There are four things I always ask people who report to me. First, I want to know plainly, *‘What are your objectives?’*” Start working on this and it will revolutionize your life. Ask this question about the next sermon you are going to preach. What are my objectives in delivering this sermon? What are my objectives in having this business meeting? What are my objectives in having this interview with this person?

Second, *What are your opportunities? What are your open doors?* Often opportunities can be made; often they cannot. We must be perceptive enough to know which doors are open. A lot of time can be wasted waiting idly for doors to open and energy can be wasted trying to open doors that simply can’t be opened.

Third, *What are your resources?* Here we must be realistic, not mystical. Do not spiritualize where God demands a practical outlook. Do not become spiritually evasive where God demands pragmatism. What are my resources? How many people do I have? How many hours do I have? How much money do I have? How many cars do I have? How many Bibles do I have? How much literature do I have?

The fourth question has to do with strategy and then it also reviews the list from the bottom to the top. *What is your strategy for applying your resources to your opportunities to obtain you objectives?* This will force a person to think creatively. This removes the responsibility from the manager to devise all the steps taken, and thrusts the creative responsibility on the individuals themselves.