



A Guide for Leaders:

***The 100/0 Principle*, by Al Ritter**

Includes printable worksheet for meeting participants

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Prior to your meeting, provide a copy of *The 100/0 Principle* to each meeting participant, and request the participants read the book and come prepared for discussion. The book will also serve as a learning tool and a future resource to reinforce training ideas.

Additionally, prior to the meeting, or alternatively to kick off the meeting, request the participants answer these true/false and multiple choice questions about *The 100/0 Principle*. Ask them to look at the correct answers on the third page only after answering the questions on their own.

Book Discussion Questions

True or False

1. A key method to implement the 100/0 Principle is “awareness and choice.”
2. The 100/0 Principle is a major element of effective leadership behavior.
3. The 100/0 Principle is all you need to get ahead in this world.
4. People tend to be “hard-wired” in being judgmental of others.
5. The 100/0 Principle sometimes causes compromises in holding people accountable.
6. Practicing the 100/0 Principle sometimes gets in the way of generating breakthrough results.
7. The 100/0 principle is consistent with the biblical principle of unconditional love.
8. When you act in a 100/0 manner and the other person doesn't change, there isn't much you can do.
9. The latest research shows that the strength of relationships is the most important factor in determining the results produced.
10. Some actions you can take to implement the 100/0 Principle include speaking less, listening more, being patient, showing care and concern, and being less judgmental.

Questions continued on next page...

Multiple Choice

1. The main reason 50/50 relationships often have difficulty:
 - a. You tend to see your own negative behavior and get discouraged
 - b. The other person sees their own negative behavior and gets discouraged
 - c. Each person tends to blame the other

2. The 100/0 Principle works for people because:
 - a. It is simple yet profound
 - b. It depends on you alone
 - c. It's a direct means to creating great relationships
 - d. All of the above

3. You should implement the 100/0 Principle with:
 - a. All people you know and meet
 - b. Almost all people you know and meet
 - c. Some people you know and meet
 - d. The special few you know and meet

4. The 100/0 Principle helps a person create great relationships. Great relationships are important because:
 - a. They eliminate problems in life
 - b. They help us resolve problems
 - c. They are the major cause of a person's happiness and success
 - d. All of the above

5. A major cause of a person's failing at implementing the 100/0 Principle:
 - a. Allowing your own negative judgment to influence your actions
 - b. Allowing the other person's negative behavior to influence you
 - c. Giving up too soon (not being persistent)
 - d. All of the above

6. The 100/0 Principle is an important component of great leadership:
 - a. Never
 - b. Sometimes
 - c. Always

Correct Answers:

True or False: 1. T; 2. T; 3. F; 4. T; 5. F; 6. F; 7. T; 8. F; 9. T; 10. T

Multiple Choice: 1. c.; 2. d.; 3. b.; 4. b. and c.; 5. d.; 6. c.