

Silos, Politics and Turf Wars - Reader's Guide

1. Can you relate to Jude Cousins? Why?
2. Early on in the book, Jude's job security and financial situation don't go as planned. What lessons can be gleaned from the way he handled that situation?
3. Have you ever experienced a crisis at work that caused your team to rally around a goal? What did you learn from that?
4. What character keeps appearing in Pat's books? What's her name? Role? Significance?
5. Does this book make you look at the naturally occurring silos in your organization differently? Why?

Team Activity

Review the key aspects of the model on pages 177-186. Then download off our site "Thematic Goal Roadmap." Use this to determine a thematic goal for your team/organization.