

# PROMOTING THE RIGHT PERSON

## LESSON 14: RED LETTER BUSINESS

*The spiritual life is the life of Christ reproduced in the life of the believer by the power of the Holy Spirit in obedient response to the Word of God.*

– DR. HOWARD HENDRICKS

### CORPORATE SITUATION ROOM

Joseph is being considered for a promotion. The leadership of the company are impressed with the volume of sales he has accomplished in the 6 months he has been on the job. He is very good at networking and seems to be a mover and shaker in the industry. Gary works in the marketing team that supports Joseph and the other salespeople. Gary has seen and has been drawn into the drama that Joseph has caused within the marketing team and even with some of the new and existing clients Joseph is engaging. In the 6 months he has worked supporting Gary he has only seen gossip, agendas, and self-promotion. Gary has already had to clarify and address some promises that Joseph has made to a few new clients. Promises of working out of contract and without a clear and defined scope. Things that the company does not endorse. Gary heard that Joseph is being considered for promotion and he can't believe that Joseph is even still working at the company much less advancing in it. He is torn between minding his own business or ratting on Joseph by telling one of the leaders of the company his observations.

- Q. How would you council Joseph in this decision?
- Q. What are the dangers for Gary in approaching leadership?
- Q. In what ways could Gary influence leaderships decision?
- Q. What do you think are some systemic problems that leadership of this company has?

### MATTHEW 7:15-20

<sup>15</sup> "Watch out for false prophets. They come to you in sheep's clothing, but inwardly they are ferocious wolves. <sup>16</sup> By their fruit you will recognize them. Do people pick grapes from thornbushes, or figs from thistles? <sup>17</sup> Likewise, every good tree bears good fruit, but a bad tree bears bad fruit. <sup>18</sup> A good tree cannot bear bad fruit, and a bad tree cannot bear good fruit. <sup>19</sup> Every tree that does not bear good fruit is cut down and thrown into the fire. <sup>20</sup> Thus, by their fruit you will recognize them.

Every boat leaves some sort of wake behind it. A wake boat leaves a large wave that you can even surf on, a cruise ship leaves a flat but very wide wake and so on. You can tell a lot about the boat by the

wake it leaves – its shape, type, speed, direction, weight. Every leader leaves a wake as well. It can be a wake of confusion, stress, mistrust, broken relationships, or it can be a wake of unity, clarity, trust, engagement. You can determine much about the character and direction of a leader by their wake. What does your wake look like?

- Q.** What is a false prophet?
- Q.** Why are they dangerous?
- Q.** What tools or methods have you used to detect a false prophet?
- Q.** How are you able to identify a person's fruit when you don't know them well?
- Q.** Why do we settle for questionable people in the marketplace?
- Q.** What can happen if you settle for a person with questionable fruit?
- Q.** What do you think would be the fruit of a person that has the character of the Beatitudes?