

Name: \_\_\_\_\_  
Date: \_\_\_\_\_

## **The West Point Way of Leadership**

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Note to parents of children: This exam and study aid is meant to provide you and your child with the opportunity to discuss significant text concepts as they relate to your child's growth and development at Mile High Karate. You will find terms and concepts that are advanced and somewhat complex. However, this experience will provide you and your son or daughter ample opportunity to explore these ideas in context with their developmental program at Mile High Karate.

1. At West Point, people are taught \_\_\_\_\_. (3)
2. What are the qualities of character associated with leaders: (3-4)
3. Is it important for the leader to know the work of the subordinates as it is for subordinates to know their own work? \_\_\_\_\_. Why? \_\_\_\_\_. (5)
4. Is a good executive born with leadership skills? \_\_\_\_\_. (7)
5. What makes a good executive according to H.A. Simon? (7)
6. Define stoicism as used on page 9.
7. What are three leadership behaviors that are achieved at a more accelerated pace at West Point than might be the norm in most civilian organizations? (9)
  - a)
  - b)
  - c)
8. What are the roots of sound leadership? (11)
9. How do these values hold power? (11)

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10. Explain the purpose of the "drop your bag" experience at West Point? (13-14)

11. Define "tabula rasa"? (13)

12. Point Zero for new cadets is

\_\_\_\_\_. (13)

13. What are the three lessons of follower ship? (13)

- a)
- b)
- c)

14. Describe the four passes at West Point? (14)

- a)
- b)
- c)
- d)

15. Write a paragraph describing how your progress through the martial arts program is like the West Point program. Use examples from the preceding fourteen questions and answers.

16. Describe how the West Point program brings stability? (15)

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17. Describe the most important role of a leader? (19)

18. Follower ship is a form of \_\_\_\_\_, \_\_\_\_\_. (20)

19. What does the two answers to question 18 mean to you?

20. What are the four key responses cadets learn? (25)

\_\_\_\_\_, \_\_\_\_\_,  
\_\_\_\_\_, \_\_\_\_\_.

**Note: Memorize these responses and use them in your daily life and especially in the school.**

21. Why are cadets not allowed any excuses? (25-26)

22. Why is it NOT good to expect rewards for a job well done? (27)

23. Why is it important for cadets and you to know the history of your organization? (29)

24. Describe the "devil is in the details." (33-34)

25. Describe why it is important for every leader to find courage in fear? (39-41)

26. Compare the information from pages 42-48 to your experience in mastering the skills of martial arts. (give specific examples from the reading and from your experiences)

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27. What is the honor code of West Point? (51)

28. The Academy teaches cadets how to \_\_\_\_\_. (53)

29. Describe how the honor code is similar to what is taught at Mile High Karate. (give examples)

30. How does West Point distinguish the importance of intent? (54-55)

31. Are friends and peers more important than the shared values of your group? (56-57)

32. Explain the West Point approach to tolerating friends who break the rules. (56-67)

33. According to the West Point approach to loyalty, is Mile High Karate "it or us?" (58)

34. How does Mile High Karate teach you to be a leader of character as defined by the West Point way? (59)

35. Describe and define the "harder right." (61-63)

36. How do you choose the "harder right?" Five steps. (65-66)

a)

b)

c)

d)

e)

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37. The key to survival in learning to be a team member is to? (73)
38. What is the glue that holds a team together? Define this term \_\_\_\_\_ (75)
39. What are the four obstacles to high performing teamwork? Give a short definition of each syndrome. (77-78)
- a)
  - b)
  - c)
  - d)
40. What is the difference between an effective leader and a weak leader? (78)
41. State the 7 ways a leader empowers the members of the team to perform at their best. (79-80)
- a)
  - b)
  - c)
  - d)
  - e)
  - f)
  - g)
42. Explain what the "hardest earned is the most appreciated" means. (83)
43. What are three lessons leaders must learn to follow? (87)
- a)
  - b)
  - c)

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44. The text provides an answer to the question "Why should leaders think about the basic morality of their situations?" Explain in your own words what their answer means. (88)
45. Why is it important to study your failures? (89-94)
46. Page 97 provides a brief ethic for direct leaders. Describe in your own words what this means and how you will apply this brief ethic at Mile High Karate. (97-102)
47. As a leader, how should you react to an honest mistake? (102-103)
48. How can you best manage stress from the many demands that are placed on you? (103-104)
49. If you must punish someone, or if you must be punished, how is it most effectively done? (105-107)
50. Douglas MacArthur is quoted as saying, \_\_\_\_\_. (107)
51. As a Leader, (SWAT, Assistant Instructor and/or Black Belt) should you do more than your students - example: demonstrating with great energy, knowing the curriculum to perfection...? Why or why not? (108-109)
52. Is it ever acceptable to lie? (116-120)
53. Discuss the reason why it would be acceptable for the captain to lie in the example provided on page 116? Specifically, explain what "acting outside the moral sphere" means.
54. Describe what "maintaining personal and organizational integrity" means. (118)

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55. To be an effective leader you must remain focused. What are three techniques that are described in the text? (126-127)
- a)
  - b)
  - c)
56. How would you apply these three techniques to your role as a Black Belt? Discuss application to yourself as well as with those under your sphere of influence.
57. Explain how you should handle a situation where you disagree with the leader. Give an example from your martial arts experiences. (129)
58. The text says to "Refuse Wet Babies." What is this concept referring to? Explain in some detail and give examples as described in the text.
59. What are the two questions executive leaders have uppermost in their minds? (135)
60. As the executive leader in your own life, how must you apply these two questions to yourself?
61. What is the primary leadership responsibility of all executive leaders? (140)
62. What are the seven functions of the executive leader? Describe these functions. (141-146)
- a)
  - b)
  - c)
  - d)
  - e)
  - f)
  - g)

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63. Why is constant learning a key characteristic of executive leader? Describe this idea as it applies to yourself. (146)
64. Pages 149-158 present a concept about how leaders treat those around them. Discuss the contents and intent of this section as it applies to you as a Black Belt leader.
65. Pages 158-162 present "Frameworks for Understanding Leadership." Identify ten key concepts you understand from the reading that are very important to you and that you will apply in your life. Explain how you will apply these key concepts.
- a)
  - b)
  - c)
  - d)
  - e)
  - f)
  - g)
  - h)
  - i)
  - j)
66. Define "character" as you understand it from the Mile High Karate perspective. -