

HONEST TALK FOR TOUGH TIMES

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Outline

- A Tale of Honest Talk
- By the Numbers
- Why This is Hard (and Even More Important)
- What Should We Talk About?
- Honest Talk About Us
- Changing the World
- Q&A

A TALE OF HONEST TALK

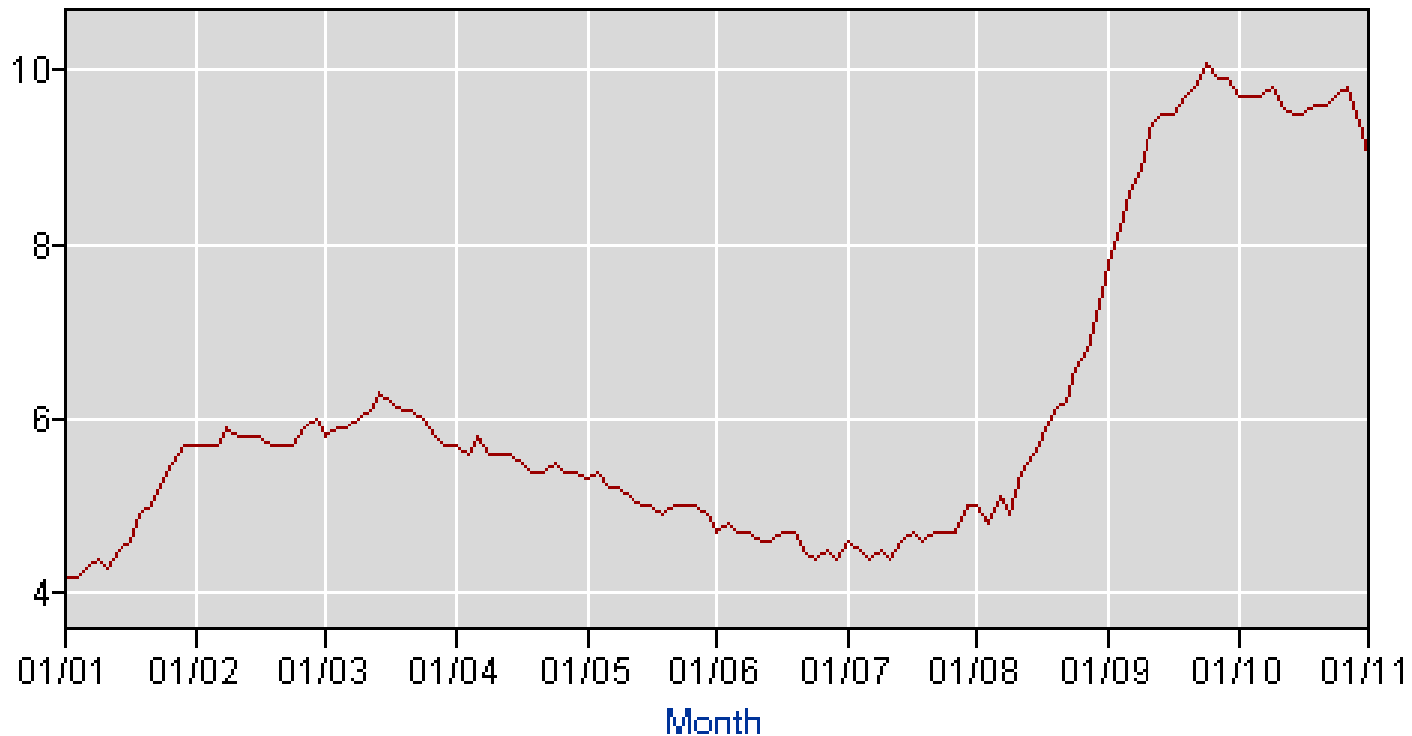




BY THE NUMBERS

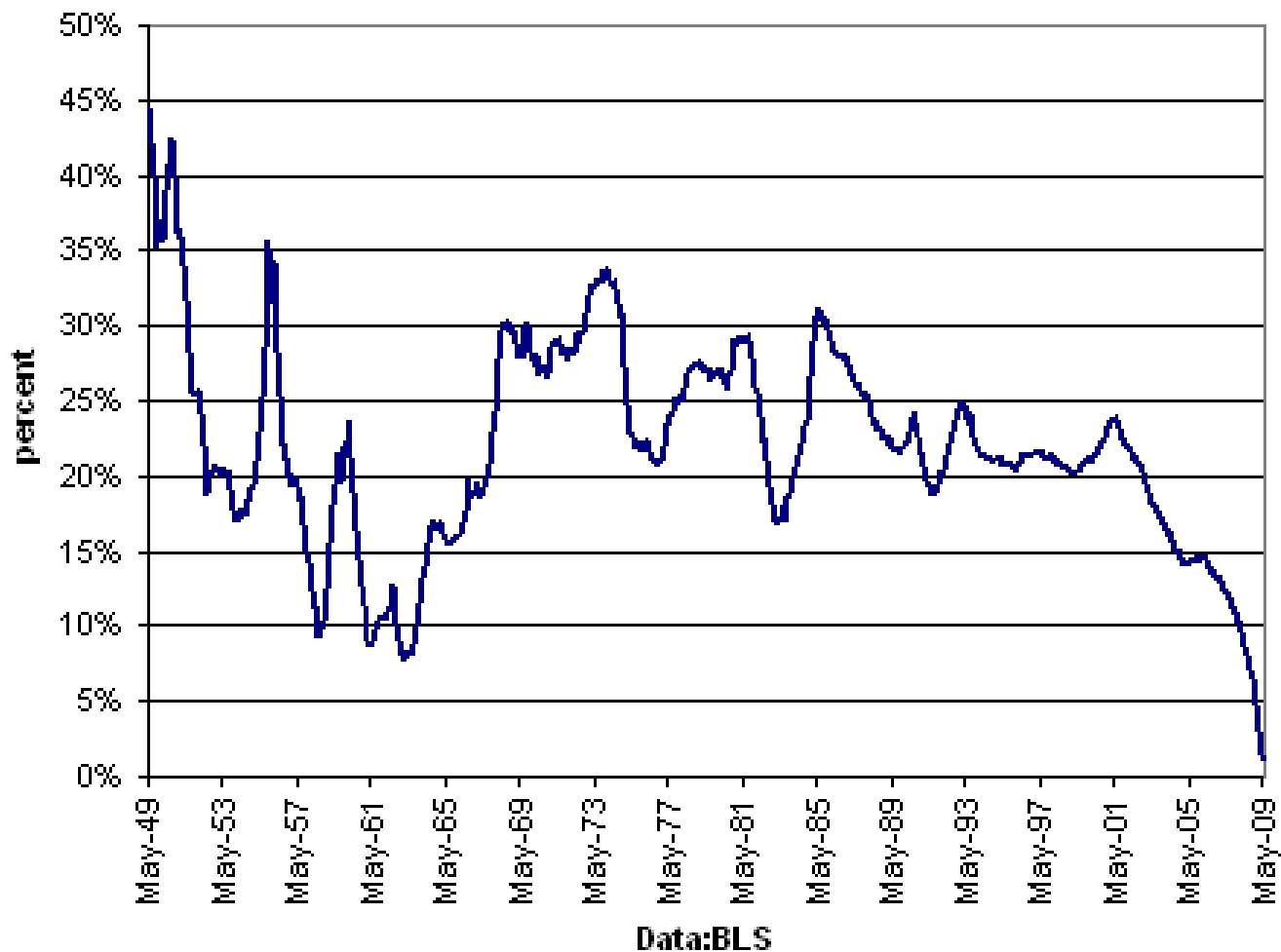
Just How Tough Are These Times?

National Unemployment Rate: 2001-2011



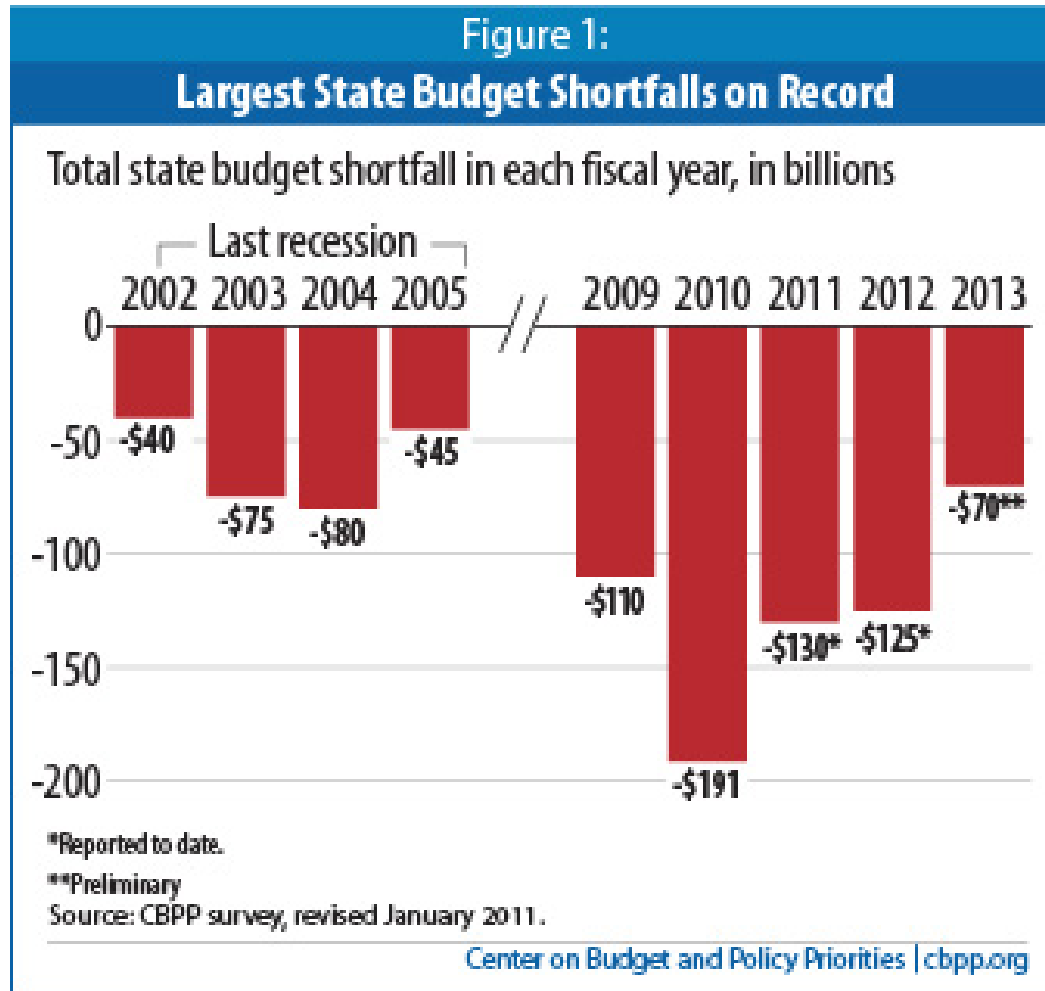
http://data.bls.gov/pdq/SurveyOutputServlet?data_tool=latest_numbers&series_id=LNS1400000

Private Sector Job Growth: Percent Growth over Previous Decade



Michael Mandel (2009) A Lost Decade for Jobs, *Bloomberg Business Week* online – Posted June 23, 2009.
http://www.businessweek.com/the_thread/economicsunbound/archives/2009/06/a_lost_decade_f.html

Comparative Shortfall Data



An International Education Test

The Organization for Economic Cooperation and Development has released the results of its 2009 PISA (Program for International Student Assessment) test of 15-year-old students in 65 countries.

In the Math and Science tests, all participating regions of China outperformed the United States.

SCIENCE	PISA SCORE	READING	PISA SCORE	MATH	PISA SCORE
Shanghai, China*	575	Shanghai, China	556	Shanghai, China	600
Finland	554	Korea	539	Singapore	562
Hong Kong, China	549	Finland	536	Hong Kong, China	555
Singapore	542	Hong Kong, China	533	Korea	546
Japan	539	Singapore	526	Taiwan	543
Korea	538	Canada	524	Finland	541
New Zealand	532	New Zealand	521	Liechtenstein	536
Canada	529	Japan	520	Switzerland	534
Estonia	528	Australia	515	Japan	529
Australia	527	Netherlands	508	Canada	527
Netherlands	522	Belgium	506	Netherlands	526
Taiwan	520	Norway	503	Macao, China	525
Germany	520	Estonia	501	New Zealand	519
Liechtenstein	520	Switzerland	501	Belgium	515
Switzerland	517	Poland	500	Australia	514
Britain	514	Iceland	500	Germany	513
Slovenia	512	United States	500	Estonia	512
Macao, China	511	Liechtenstein	499	Iceland	507
Poland	508	Sweden	497	Denmark	503
Ireland	508	Germany	497	Slovenia	501
Belgium	507	Ireland	496	Norway	498
Hungary	503	France	496	France	497
United States	502	Taiwan	495	Slovakia	497
AVERAGE SCORE	501	Denmark	495	AVERAGE SCORE	497
Czech Republic	500	Britain	494	Austria	496
Norway	500	Hungary	494	Poland	495
Denmark	499	AVERAGE SCORE	494	Sweden	494
France	498	Portugal	489	Czech Republic	493
Iceland	496	Macao, China	487	Britain	492
Sweden	495	Italy	486	Hungary	490
Austria	494	Latvia	484	Luxembourg	489
Latvia	494	Slovenia	483	United States	487
Portugal	493	Greece	483	Ireland	487

*In the study, China was represented by the city Shanghai and by the administrative regions Hong Kong and Macao.

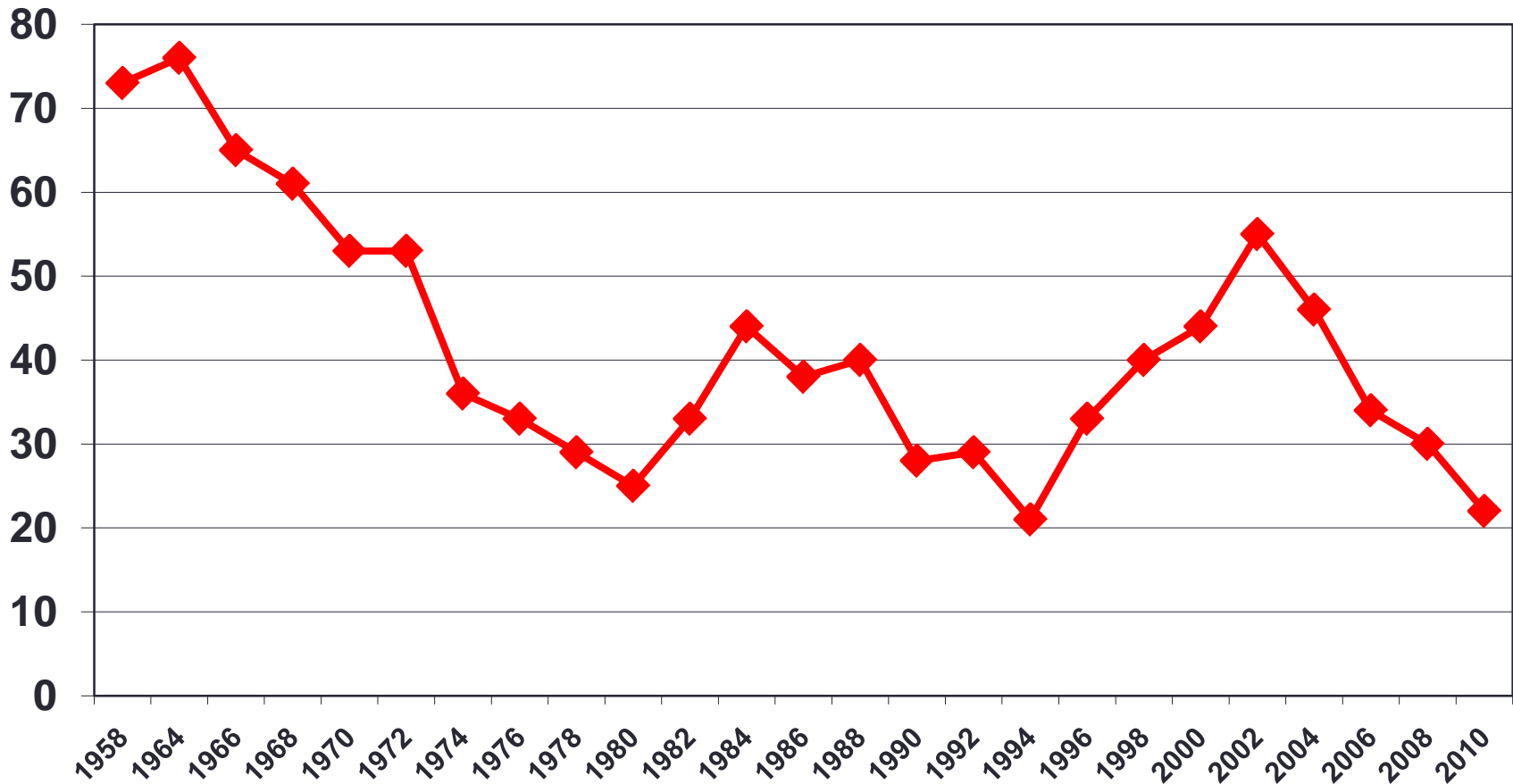
RANK	COUNTRY	(YEARS)	DATE OF INFORMATION				
1	<u>Monaco</u>	89.78	2010 est.	26	<u>Ireland</u>	80.07	2010 est.
2	<u>Macau</u>	84.38	2010 est.	27	<u>Jordan</u>	79.92	2010 est.
3	<u>San Marino</u>	82.95	2010 est.	28	<u>United Kingdom</u>	79.92	2010 est.
4	<u>Andorra</u>	82.36	2010 est.	29	<u>Greece</u>	79.80	2010 est.
5	<u>Japan</u>	82.17	2010 est.	30	<u>Saint Pierre and Miquelon</u>	79.74	2010 est.
6	<u>Guernsey</u>	82.08	2010 est.	31	<u>Austria</u>	79.65	2010 est.
7	<u>Singapore</u>	82.06	2010 est.	32	<u>Malta</u>	79.59	2010 est.
8	<u>Hong Kong</u>	81.96	2010 est.	33	<u>Faroe Islands</u>	79.58	2010 est.
9	<u>Australia</u>	81.72	2010 est.	34	<u>Netherlands</u>	79.55	2010 est.
10	<u>Canada</u>	81.29	2010 est.	35	<u>Luxembourg</u>	79.48	2010 est.
11	<u>Jersey</u>	81.28	2010 est.	36	<u>Germany</u>	79.41	2010 est.
12	<u>France</u>	81.09	2010 est.	37	<u>Belgium</u>	79.37	2010 est.
13	<u>Spain</u>	81.07	2010 est.	38	<u>Virgin Islands</u>	79.19	2010 est.
14	<u>Sweden</u>	80.97	2010 est.	39	<u>Finland</u>	79.13	2010 est.
15	<u>Switzerland</u>	80.97	2010 est.	40	<u>Wallis and Futuna</u>	78.83	2010 est.
16	<u>Israel</u>	80.86	2010 est.	41	<u>European Union</u>	78.82	2010 est.
17	<u>Iceland</u>	80.79	2010 est.	42	<u>Korea, South</u>	78.81	2010 est.
18	<u>Anquilla</u>	80.77	2010 est.	43	<u>Puerto Rico</u>	78.77	2010 est.
19	<u>Bermuda</u>	80.60	2010 est.	44	<u>Bosnia and Herzegovina</u>	78.66	2010 est.
20	<u>Cayman Islands</u>	80.57	2010 est.	45	<u>Saint Helena, Ascension, and Tristan da Cunha</u>	78.60	2010 est.
21	<u>Isle of Man</u>	80.53	2010 est.	46	<u>Gibraltar</u>	78.53	2010 est.
22	<u>New Zealand</u>	80.48	2010 est.	47	<u>Denmark</u>	78.47	2010 est.
23	<u>Italy</u>	80.33	2010 est.	48	<u>Portugal</u>	78.38	2010 est.
24	<u>Liechtenstein</u>	80.19	2010 est.	49	<u>United States</u>	78.24	2010 est.
25	<u>Norway</u>	80.08	2010 est.	50	<u>Taiwan</u>	78.15	2010 est.

WHY THIS IS HARD

(and Even More Important)

“How much of the time do you trust the government in Washington?”

Just About Always/Most of the Time

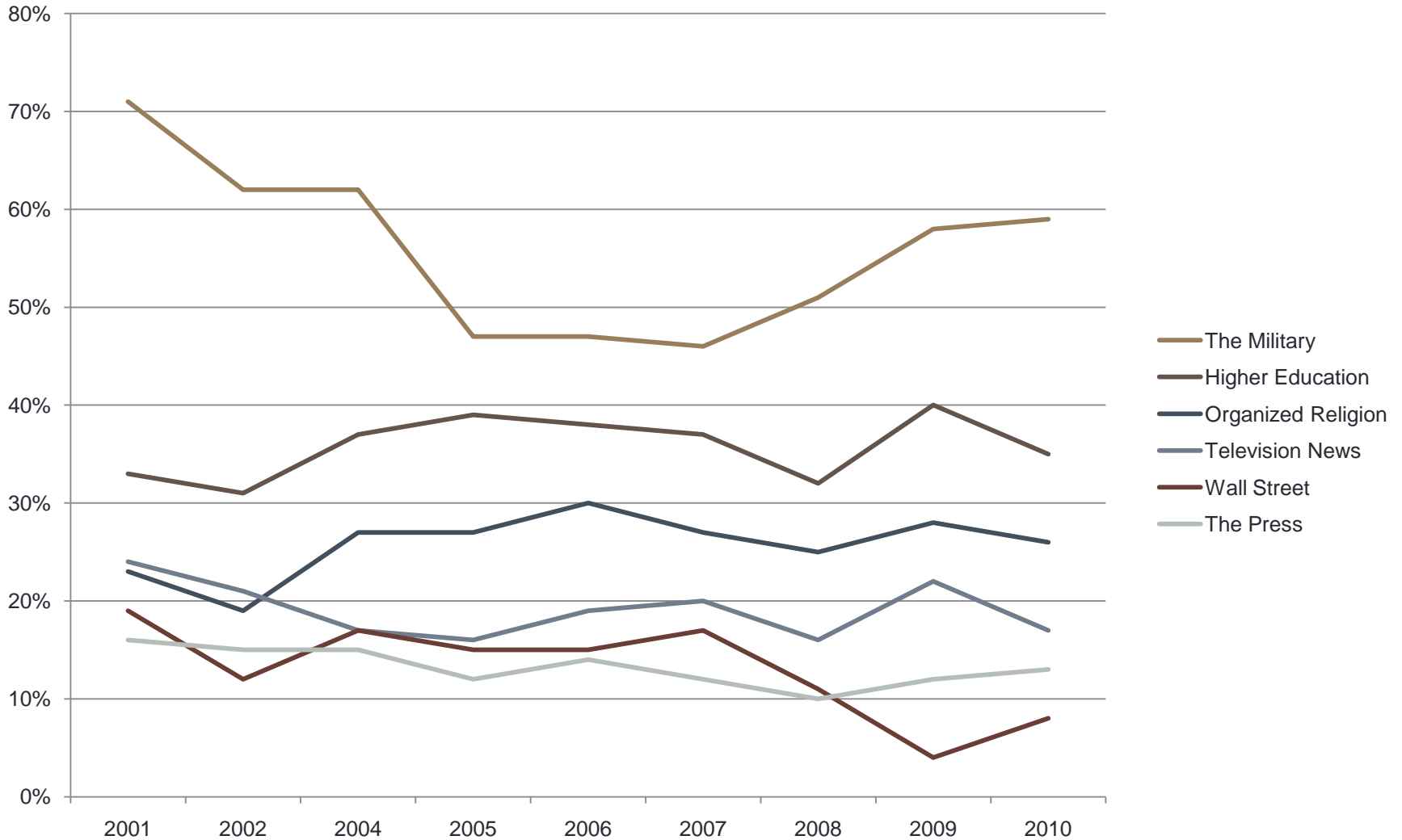


Data taken from Pew Research Center for People and the Press website (<http://people-press.org/trust/>). Public Trust in [the Federal] Government Database. Except for 2006 and 2010, data comes from the ANES, conducted in the fall of the year. 2006 and 2010 data come from Pew Center surveys conducted in the spring. +

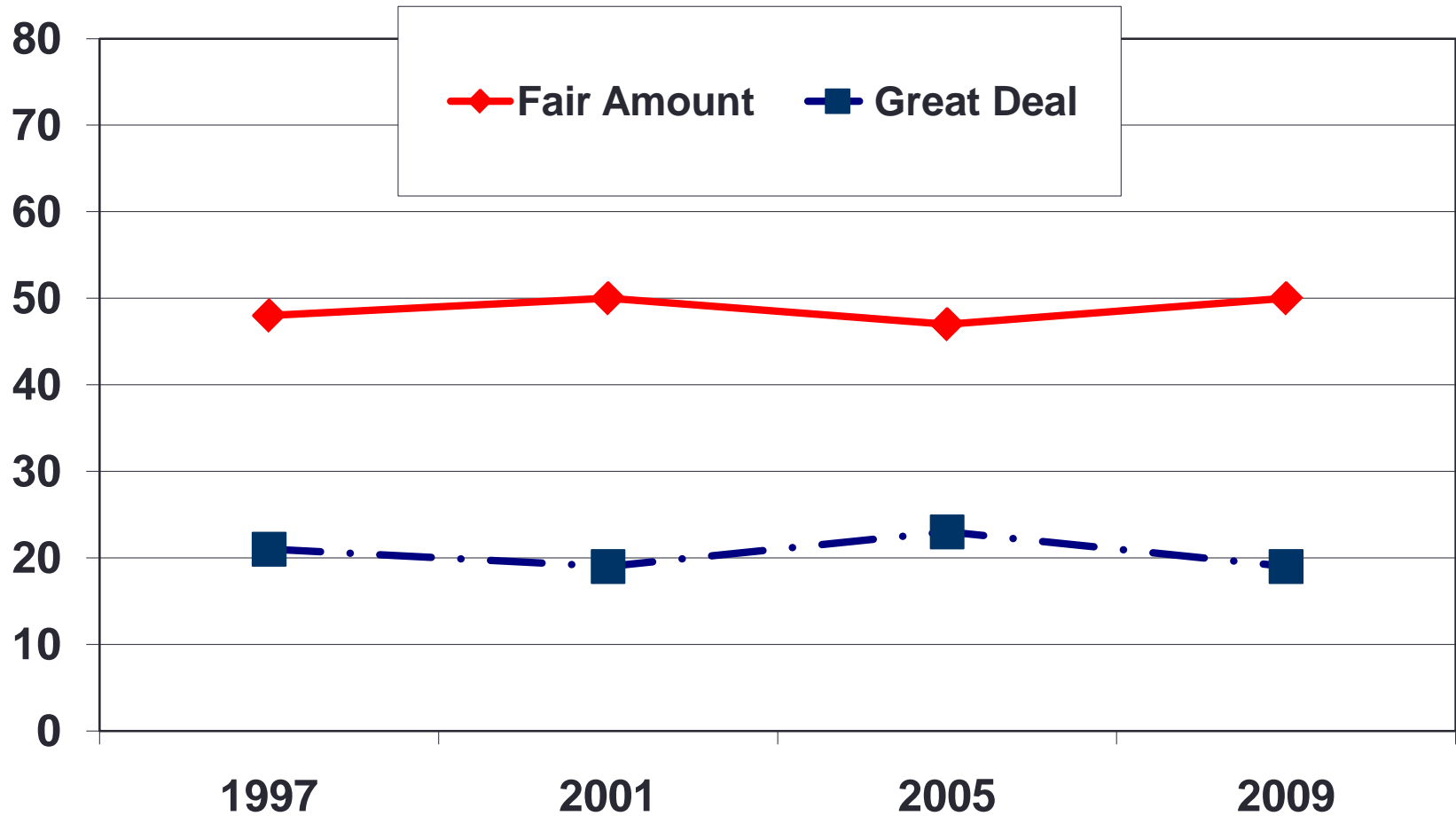
Social Institutions

“As far as people in charge of running [see below] are concerned, would you say you have a great deal of confidence, only some confidence, or hardly any confidence at all in them?” (Harris Polls)

Results for ‘great deal of confidence’



Exactly How Much Trust in Local Gov't?



Source of data: www.pollingreport.com. - Gallup Polls from 1997, 2001, 2005, and 2009

WHAT SHOULD WE TALK
ABOUT?

What Should We Talk About?

MONEY

- Capital vs. Operating
- Fiscal Federalism
- Bonds and the Future
- Paying Our Own Way

Talk Without Talking

- Maximizing Return on Public Investment
- Listening to the Needs of the People
- Change and Innovation

HONEST TALK ABOUT US

What We Need to Lead

Leadership Tactics

Interpersonal

- QTIP
 - Quit Taking It Personally
- Candor
 - Disclose (some) real emotion

Organizational

- Trouble-Shooting
 - Deal with the immediate trouble immediately
- Problem-Solving
 - Look for patterns and address them systematically

Leadership Habits

Of Mind

Speculation

Inquiry

Of Heart

Individualism

Communitarianism

Of Spirit

Servanthood

CHANGING THE WORLD



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