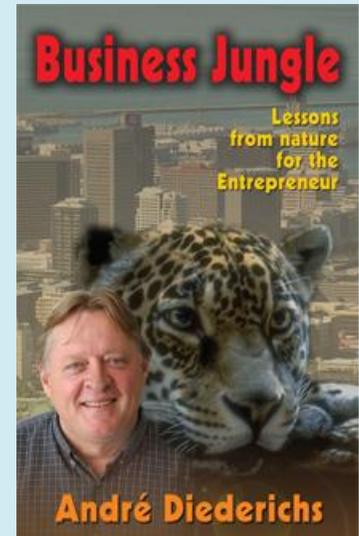




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Lessons from the **BUSINESS JUNGLE BOOK** by André Diederichs



LESSONS FROM WILD DOGS FOR FAMILY BUSINESSES

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FAMILY BUSINESS TIPS

Wild dogs hunt mostly during the day since they use their acute eyesight to find prey. Packs can be small but can comprise packs of 60 and more. Unlike most other predators, they do not conceal themselves but approaches potential prey openly. It is their teamwork that makes them the most successful hunters in Africa.

Wild Dogs (painted wolves) of Africa teach family businesses important lessons. These super social hunters give new meaning to family values.

BUSINESS LESSONS...

The Alfa Pair lead their young and other members of the family. Prelatic, a hormone found mostly in nursing mothers, is common

in the male and female, making them nurturing creatures.

All dogs, whether domesticated or wild, descended from the grey wolf. They can smell an opportunity (prey) 2km away and, in ideal conditions, can hear their prey, their very prospects, as far as 16 km away.

The entrepreneur must also develop a nose to smell opportunities and maintain a spirit of business curiosity that can sense prospective opportunities from a distance.

Like the wolf, their brains are larger than that of domestic dogs. They have 30% more brains than domestic dogs. A lot of brains require a lot of education, and it is how they educate their young that offer important lessons to family businesses.

Family businesses need to ensure that the business can succeed from this generation to the next. It takes proper planning to identify and prepare or educate successors to take the business forward into the future. The values that the Wild Dogs Alfa Pair illustrates, and teaches their young, is what makes the Wild Dogs Africa's swarming infantry.

Puppies play to learn hunting skills to prepare them for their future role. It is important that the current "Alfa Pair" of family businesses also prepare their young to appreciate and understand

their future role in the family business.

Wild Dogs take puppy training to an additional dimension. To teach them hunting skills they catch and bring their young alive prey to learn real hunting skills.

Family businesses should also teach their young real-life business experiences by exposing them to the business from a very young age. Let them play at the workplace, meet the people and the surroundings.

The Alfa pair not only teaches their young hunting skills but also teach them social lessons, to ensure they understand their role in, and devotion to, the family. All this family bonding has a deadly end, raising a killer extraordinaire in the lethal engine of hunting.

Family businesses should also teach the successors/siblings their role in the business and social structure of the family. As Wild Dogs take care of the sick and the weak in their family, so must family business members

learn to care for one another.

Wild Dogs can run up to 70km/h and keep running for up to 5km at 60 km/h. It is their stamina, extraordinary patience, endurance and teamwork, which hallmarks their success as the most successful of all hunters with a success rate of over 80%. To run a successful family business also requires teamwork between the "Alfa Pair" and siblings.

To be focused on one's role to reach the overall target, and caring for one another, is a tricky challenge but essential ingredients for family businesses. Be fair to all family members since fighting about who deserve what can be very counterproductive for family businesses.

Let us learn from the Wild Dogs who, once the prey is down, eat in an orderly fashion with no fighting over the carcass, unlike lions and hyenas. **Let us think, and live, all for one and one for all.**

To order the Business Jungle Book visit:

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