

# THE BBO QUARTERLY

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## Smile Time

Mr. and Mrs. Brown had two sons. One was named Mind Your Own Business & the other was named Trouble.

One day the two boys decided to play hide and seek. Trouble hid while Mind Your Own Business counted to one hundred. Mind Your Own Business began looking for his brother behind garbage cans and bushes.

Then he started looking in and under cars until a police man approached him and asked, "What are you doing?" "Playing a game," the boy replied.

"What is your name?" the officer questioned. "Mind Your Own Business."

Furious the policeman inquired, "Are you looking for trouble?!"

The boy replied, "Why, yes."

## The Word Swamp Revisited

### Market Capitalization

The value of a publicly traded firm in the stock market. Calculated by multiplying the stock price per share times the number of shares outstanding.

## A REAL LIFE DECISION TREE THE WATER WAGON DECISION

The Biz Bucks Guy had an opportunity to help a recent victim of Biz Bucks training apply the decision tree tool to a real life problem. The Biz Bucks Guy always closes each course with the promise to help anyone who has been through the course when a need arises. He was glad to help a dedicated maintenance planner with a sticky decision recommendation.

This is a power plant situation. The plant may be shutting down. Negotiations are underway. It might close in two months. It might close in two years. It might run through 2030. This is the first source of uncertainty.

The decision boils down to three options about a water wagon which is used to control dust and fly ash at the coal plant:

1. Do nothing and limp forward fixing the water wagon as necessary. Some

maintenance, estimated at \$150K, is needed immediately.

2. Let the original equipment manufacturer (OEM) dig into the water wagon and bring it up to certain operating standards. The amount of work is unknown, which is another source of uncertainty for this option.
3. Just do a complete overhaul of the water wagon. Bring it up to near new standards without regard to what is needed or not needed to continue its use.

These options are represented by three legs from D1, as shown on the decision tree on Page 4.

For each option, the major source of uncertainty is: how long will the plant operate? The planner estimated a 0.5, 0.4, 0.1 distribution of probability for the three possible outcomes.

Each leg thereafter had its own scenario. For Option 1, the cost

could vary between \$150k and \$600K. The planner gave that a 0.5 and 0.5 distribution.

For Option 2, the water wagon may need a core change or not. The planner gave it a 0.75 and 0.25 distribution.

For Option 3, the full rebuild may or may not need a new tank. See the decision tree for the values and probabilities of each option.

Initially, The Biz Buck Guy intuitively thought this to be an easy call. Do as little as possible given the 90% chance the wagon will be needed two years or less. But here's the kicker: If they rebuild it, the OEM says it will sell for about as much as it costs to rebuild it. So there is a 90% chance that the rebuild cost is zero!

The decision tree shows an expected value of only \$49.2K for the full rebuild, a fraction of the other options. The decision tree made it clear to do the

(Continued on page 4)

## A BIZ BUCKS GUY OPINION THE DEEP STATE AT EPA

Many years ago, The Biz Bucks Guy was working in San Francisco for GE. At the time, GE had an order for a nuclear plant, called Mendocino, after the California county where it was planned to be built. The project was killed by a well funded media campaign of left leaning organizations, one of which was the Union for Concerned Scientists.

A few days after the project was scuttled via a state wide vote, my boss was driving down Market Street in the City. He noticed one of the chief anti-nukes walking in the crowded lunch-hour sidewalk. My boss pulled over and spoke to him, "Wanna ride?" The man recognized my boss from the hearings and jumped in.

My boss used his time wisely. He asked this anti-nuke the following questions, so far as my memory recalls, "OK. I have a question, We are here alone. No cameras, No microphones. I just want an honest answer. WHY DO YOU GUYS ALL LIE?"

The man looked down at his shoes for a moment and finally answered, "Because there are so

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*"BBO allows you to be eyeball to eyeball with an MBA in about eight weeks."*

## LEADERSHIP READINESS SKILL #3

The Biz Bucks Guy has made a career of teaching key business principles to about 5000 people since 1997. Business acumen is the buzz word for his work. Acumen is defined as a key understanding of practical principles. That is what is needed in leadership in American business. This third skill of leadership readiness is often overlooked. The people hiring future leaders don't have these skills, thus, they think no one needs them.

With the impending retirement of The Biz Bucks Guy in 1st Quarter 2018, he has developed an online version of his popular Biz Bucks training courses. This online business acumen training tools is called BizBasicsOnline.com or BBO for short.

BBO teaches the SAFE subjects. These are the quantitative subjects of business, being statis-

tics, accounting, finance, and economics.

Each course is reasonably priced. If a future leader needs improved business acumen, BBO provides it in a format that's:

- QUICK
- AFFORDABLE
- EFFECTIVE

One can do an MBA for two or more years, spent thousands of dollars, and chew up thousands of hours, or do BBO and get the essence of that same MBA.

BBO allows you to be eyeball to eyeball with an MBA in about eight weeks.

Each of the eight courses can be worked in about six or fewer hours. The eight courses consist of two in accounting, two in finance, two in statistics, one in economics, and one capstone case.

BBO culminates in a copyrighted decision making methodology, putting the BBO graduate ahead of most MBAs..

Email [info@bizbasics-online.com](mailto:info@bizbasics-online.com) for more information.

Figure 3 - Twelve Skills of Leadership Readiness

Each Leader should strive to master processes, tools, and principles of:	Each leader should strive to master the behavioral skills of:
1. Strategic Planning and Implementation	7. Developing People
2. Customer Focus	8. Decision Making
3. Quantoidal Smarts of Finance, Accounting, and Statistics	9. Communications
4. Organizational Smarts	10. Delegating
5. Managing Work: Processes and Projects	11. Team Building
6. Managing Individual Performance	12. Leading Change

## MORE ON THE DEEP STATE CONTINUED FROM PAGE 1

many of you and so few of us."

My boss thanked the man for an honest answer. The anti-nuke got out near his destination and my boss was satisfied he had learned something about these people.

What the anti-nuke was doing was living the principles of Saul Alinsky, who wrote the infamous book Rules for Radicals. Alinsky dedicated his book to the greatest radical of all time: Lucifer!

In that book, Alinsky purports the notion that lying to get your way is OK. The end justifies the means.

The state of California was denied a far review because the airwaves were packed with untruths about nuclear power. The truth-telling technical world did not stand a chance. Emotion beats facts any day in elections. The Biz Bucks Guy learned this lesson the hard way as he closed the files on GE's now defunct order for the Mendocino plant's nuclear steam supply system.

Now The Biz Bucks Guy learns that President Obama appointed Francesca Grifo, longtime activist at the far-left Union of Concerned Scientists to be the EPA's Scientific Integrity Official. Her role is to be a watch dog to make sure pure science is being used to make policy at EPA.

Having a member of The Union of Concerned Scientists be the watchdog for science at EPA is like hiring Bernie Madoff as Secretary of Treasury.

And furthermore, President Trump will have trouble firing Grifo. Her position is not a political appointment. She is under strict federal civil-service employee laws. Imagine an un-fire-able bureaucrat with left leaning ties deciding what is and what is not science for the nation.

The deep state is certainly well entrenched. Don't expect the swamp to be drained anytime soon.

*"Having a member of The Union of Concerned Scientists be the watchdog for science at EPA is like hiring Bernie Madoff as Secretary of Treasury."*

FROM LEADERSHIP FOR THE RECOVERING QUANTOID  
THE RESEARCH

For six years, in preparation for his book, *The Biz Bucks Guy* collected responses to an online survey on his web site. In addition to the demographics, the survey contained only a single question:

What advice would you give to a new supervisor?

*The Biz Bucks Guy* received 340 responses. Each respondent was able to provide more than one piece of advice. Many provided three or more particular suggestions to the new supervisor. The suggestions totaled 1035.

Each item was analyzed using the powerful Llewellyn Advanced Personal Qualitative Analysis (LAPQA) technique (also known as plain ol' gut feel). These 1035 suggestions grouped into ninety-six discrete suggestions. The following should prove helpful to most

new and many seasoned bosses, as well as those contemplating leadership careers.

Figure 33 shows the most highly mentioned fifteen suggestions of the ninety-six. The actual percent of respondents suggesting each item is included in the discussion below. The top three clearly stand out.

The Top Three Tips

Each of these three tips was suggested by more than 30% of the respondents. While each has been mentioned in other parts of this book, they deserve some amplification here.

Be a Great Communicator (36%)

As emphasized in Chapter 12, having outstanding communication skills was a key recommendation of the survey respondents. There was

particular interest in listening skills. Some advocated an open door policy. Others suggested always tell *why* when making assignments or announcing decisions. Another important communication skill was mastering the art of asking questions, particularly open ended questions, those that can't be answered "Yes" or "No". Open ended questions begin with *who, what, where, when, how and why*.

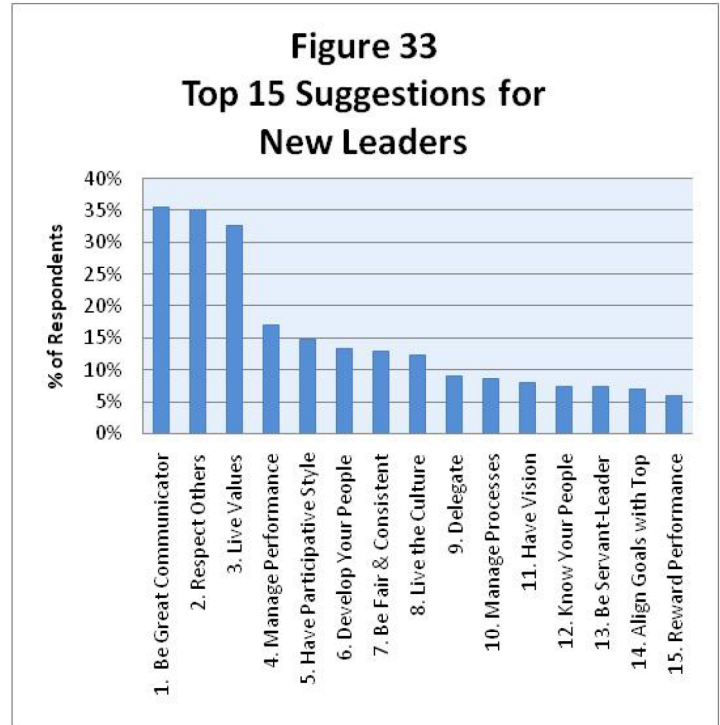
Respect Others (35%)

In a variety of ways, the respondents' advice was clear that a successful supervisor respects others, particularly their subordinates. Many respondents promoted the Golden Rule, as discussed in Chapter 2. Some said, "Never forget your roots." Others emphasized "Trust your people" and "Avoid elitism." The high response rate of *Respect Others* supports the first of the *Eight Qualities of Leadership Rightness*, that of "Love People", discussed in Chapter 2.

Know and Live Your Values (33%)

Many respondents were emphatic about a newly minted supervisor being in touch with their inner moral compass. This includes both knowing what you stand for...your values...and then never compromising them. Among the most mentioned values were first, honesty, which has been woven throughout this volume, second, ethical behavior (covered in Chapter 16), third, integrity, and fourth, trustworthiness. All four are mutually supportive.

*‘Figure 33 shows the most highly mentioned fifteen suggestions of the ninety-six. The actual percent of respondents suggesting each item is included in the discussion below. The top three clearly stand out.’*



**Llewellyn Consulting**

14407 N. 26th Place  
Phoenix, AZ 85032

602 692-2040 cell

We're on the web at  
**BizBasicsOnline.com!**

Email:  
Bob@BizBucksGuy.com ("live")  
Info@BizBasicsOnline.com (online)

The Biz Bucks Guy has now  
taught or facilitated busi-  
ness-acumen and related  
principles to 6034 partici-  
pants (thru June 2017)!



**BIZBasics**  
ONLINE

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The BBO Quarterly is published quarterly (surprise) by Bob Llewellyn, the "Biz, Bucks Guy" 1) to support past participants in BizBasics Online.com or "Biz Bucks" live training, allowing them to review the principles taught; 2) to possibly entice other unsuspecting victims into the class room or the online learning experience...and 3) to give the Biz, Bucks Guy something to do between gigs.



BizBasics Online offers a quick, afford-able, and effective way to gain the quan-  
titative skills of business, being statistics,  
accounting, finance, and economics.

BBO courses teach the BBO Decision  
Making Methodology for improved deci-  
sion making.

One popular "live" course is Biz, Bucks & Blastoff, a two-day course in financial decision making. This course is designed for engineers and other technical professionals who make or recommend financial decisions.

## THE WATER WAGON

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### The Water Wagon Decision

