

The Eight Prime Organizational Laws

Prime Organizational Law #1

“An organization, given time, takes on the characteristics of its leader.”

Prime Organizational Law #2

“No one gets up in the morning and says; ‘I want to screw things up today.’
The overwhelming majority of people want to do a good job.”

Prime Organizational Law #3

“Everybody wants to be somebody... to be, or to be part of... something special.”

Prime Organizational Law #4

“It is impossible to look good in a bad system.”

Prime Organizational Law #5

“Most people are willing to change when they self-discover...
What’s In It For Me?”

Prime Organizational Law # 6

“When presented with the same information...
most people will, in time, come to very similar conclusions.”

Prime Organizational Law # 7

“In routine day-to-day operations, an organization’s leaders under-communicate by a factor of ten... in times of change that factor increases exponentially.”

Prime Organizational Law # 8

“The answers to an organization’s most important problems already reside in the hearts and minds of its people.”