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# The Eight Prime Organizational Laws

## Prime Organizational Law #1

“An organization, given time, takes on the characteristics of it’s 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.”