

Principles of Judo... in Business / Life

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- **Chair - National Rank Promotion Board
United States Judo Association (past President)**
- **Past President - Comprehensive Pharmacy (now Coram CVS)**
- **Vice President of Sales - Foster Medical Corp. (now Apria)**



Sanbonme 三本目, the third technique from *Itsutsunokata*

What is judo?

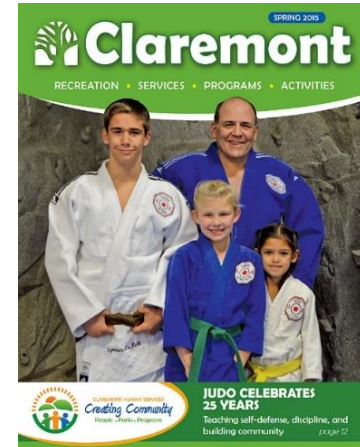
➤ Martial art invented in 1882 by Jigoro Kano, a famous educator, meaning gentle way



- Kano refined certain jujitsu throws, pins, strikes, strangles, and locking techniques into a safe method of practice
- Today, judo is an Olympic sport practiced by men, women, and children worldwide

Judo is also...

- The practice of life skills in a dojo (or lab, safe environment) under the guidance of a sensei
- A way of learning through real life experiments of interacting with people
- A study of one's self with the goal of perfection one's character



Key Judo Definitions:



"Fall down seven times get up eight."

Zen Proverb

- Judoka - a student of judo
- Seiroyoku Zenyo - making best use of your energy
- Jita Kyoei - you and me shining together, (win/win)
- Kiai - shout of inner strength
- Mushin - mindfulness...being present
(Depression - focusing on the past / Anxiety - focusing on the future)
- Ganbare – Never give up attitude
- Kaizen - continuous improvement
- Jiko No Kansei - self awareness goal (high EQ)



Forms of Movement:

- **Kuzushi – Balance**
- **Tsukuri – Entry**
- **Kake – Execution**
- **Tai Saboki – Turning**
- **Jiko Ashi – Pivoting Foot**
- **Shizen / Jigo Hontai – Posturing**
- **Ayumi / Tsugi Ashi – Walking**
- ***Note – Timing is a crucial factor!***



Judo Forms of Practice:

- **Uchikomi - Repetitious**
- **Randori - Open**
- **Kata - Prearranged**
- **Shiai - Contest**



Judo Components:

- **Gripping**
- **Falling**
- **Throwing**
- **Holding**
- **Strangling** (adults)
- **Locking** (adults)
- **Striking** (self-defense)



Judo Rank Promotions



**Based on knowledge, skill,
fighting ability, time in
grade, contributions,
leadership, wisdom, and
most importantly –
*being a good character***

Judo Ranks:



- **Rokyu – Nursery School**
- **Gokyu – Kindergarten**
- **Yonkyu – Grade School**
- **Sankyu – Jr. High School**
- **Nikyu - High School**
- **Ikkyu – College**
- **Shodan – Entry Level Business**
- **Nidan – Manager Position**
- **Sandan – Regional Manager**
- **Yondan – Vice President, MBA**
- **Godan – COO, CFO, CIO, CMO**
- **Rokudan – President, PhD**
- **Shichidan – CEO, Chairman**
- **Hachidan – Professor Emeritus**
- **Kudan – Nobel Prize Winner**
- **Judan – Sainthood**

Judo Contest Scores



Contest Scores:



➤ **A Win -**

- **Ippon - Full Point**

➤ **An Advancement -**

- **Wazari - Half Point**

➤ **A Penalty -**

- **Shido - Warning**
- **Hansokumake – Disqualification**

Judo Competition Strategies



Before and After a Match:



➤ **Preparation**

➤ **Bow In**

➤ **Bow Out**

➤ **Meditation**

➤ **Reflection**

➤ **Humility**

Judo Tactics



Types of Attacks:



- **Tokui Waza, Direct**
- **Renwaku Waza, Combinations**
- **Gaeshi Waza, Counters**
- **Retreating / Escaping**
- **False Attacks / Stalling**
- **Matte, Surrendering (Tap Out)**
- **Kachi, Decisions & Ties**

Judo Competitive Wisdom:



- A skilled judoka never initiates a struggle from an unbalanced stance when his opponents balance is strong
- A skilled judoka defines the competitive space to make his opponent lose their edge by entering unfamiliar ground
- A skilled judoka after an initial attack, follows through fast to finish his opponent

More Competitive Wisdom:



- A skilled judoka seeks first to understand and then to be understood, (Stephen Covey)
- A skilled judoka adjusts the energy level of his response based on an awareness of the situation, of self, and of others
- A skilled judoka learns from each defeat and uses that insight in the next match
- *"If you want to have tea with me bring an empty cup"* (Bruce Lee)

When to Apply Judo:



- If you're a smaller player facing off against a stronger player, (David vs. Goliath)
- If you're a new player at an existing event, (entering uncharted territory)
- If you're a large player moving into areas where powerful opponents may already be entrenched

Judo Leadership Qualities:



- **Integrity**
- **Perseverance**
- **Courage to Risk**
- **Knowledge Quest**
- **Self Defense Skills**
- **Divergent Thinking**
- **Giving Back to Society**

Judo Life Skills - Summary



- 1. Judo is a way to experiment on how to handle the challenges of life**
- 2. Everyone wears the same uniform is judged by the same standards**
- 3. Accomplishments take lots of practice, requiring failure to succeed**
- 4. Using a cooperative approach toward common goals is a good plan**
- 5. Appreciate the journey as often it's as important as the destination**
- 6. Self-esteem results from self-confidence (embarrassment immune)**
- 7. Essence of competition is more about challenging yourself to grow**
- 8. Life is learning which is gained through experience, it's a constant**
- 9. While winning or losing are outcomes, learning will occur regardless**
- 10. Luck is the ability to recognize opportunity and take advantage of it**

Favorite Quote by Theodore Roosevelt



"It is not the critic who counts, not the one who points out how the strong man stumbled or how the doer of deeds might have done better. The credit belongs to the man who is actually in the arena, whose face is marred with sweat and dust and blood; who strives valiantly; who errs and comes short again and again; who knows the great enthusiasms, the great devotions, and spends himself in a worthy cause; who, if he wins, knows the triumph of high achievement; and who, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory or defeat."

Professor Daniel's 7 Standard Rules for the Student:



- 1. Never be over-awed by authority.**
- 2. Be open to conviction, but refuse to be convinced until conviction becomes a necessity.**
- 3. Read little, think deeply and much.**
- 4. Seek TRUTH and pursue it. Seek not mere "knowledge" but UNDERSTANDING; perchance WISDOM may follow.**
- 5. Never lie to yourself.**
- 6. Learn to "think beyond the thoughts of men who lean on things they see."**
- 7. Make it your golden rule to never consult an author on any subject until after you shall first have thought deeply about it and reached your own conclusion.**

The *Jules* Rules:

- Always make the calls
- Always write things down
- Always follow-up, (*ASAP*)
- Always tell the truth...



then you don't have to remember anything!

aka Goltzen

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