

## Dead Horse Corporate Advice

The tribal wisdom of the Dakota Indians, passed on from one generation to the next says that when you discover that you are riding a dead horse, the best strategy is to dismount.. However, in modern business, often other strategies are tried with dead horses including the following:

1. Buying a stronger whip.
2. Changing riders.
3. Threatening the horse with termination.
4. Appointing a committee to study the horse.
5. Arranging to visit other sites to see how they ride dead horses.
6. Lowering the standards so that dead horses can be included.
7. Reclassifying the dead horse as "living-impaired".
8. Hiring outside contractors to ride the dead horse.
9. Harnessing several dead horses together to increase speed.
10. Providing additional funding to increase the dead horse's performance.
11. Doing a productivity study to see if lighter riders would improve the dead horse's performance.
12. Declaring that the dead horse carries lower overhead and therefore performs better than some other horses.
13. Rewriting the expected performance requirements for all horses.
14. Promoting the dead horse to a manager position.
15. Hire a consultant to tell us the horse is dead.
16. "Dress him up" to look better; maybe no one will notice he is dead.
17. Create a new position called "Director" of all the dead horses.
18. Offer the dead horse a severance package provided that the horse sign a waiver disavowing corporate any liability.
19. Send the horse to TQM training. Have the horse determine the "root cause" of his poor performance.