

Through The Looking Glass

There are businesspeople who feel the business world is just like a battlefield. All's fair in love and war, they figure, and whatever it takes to come out on top is okay. If the competition—whether from another company or from an in-house peer—wants to fight dirty, then they will too.

No one is pretending that you have to be a Boy or Girl Scout in everything you do that's work-related. But when the battle is over, when it's time to look in the mirror, you have to live with yourself and face the person you've allowed yourself to become. Every now and then it's a good idea to pause long enough to ask yourself if you're still doing things the way you would want your children, say, to do them, or whether your parents would be proud of your actions.

If winning has become too important, it might be time to question whether the ends justify the means. They usually don't.

-from *Leadership With a Human Touch*