

# Mastering the art of advantage all in the mind

Having the advantage is about confidence and influence

LIZA VAN WYK

FOR CENTURIES, business gurus have been at pains to draw similarities between one's mission in business and one's mission in life.

It is to gain true self-confidence, true understanding of yourself and skills needed to perform your job or advance your career.

Many business leaders draw their inspiration from *The Book of Five Rings*, a masterpiece of philosophy and military strategy written in 1643 by Master Samurai Miyamoto Musashi.

This landmark work, which details various techniques about preparing for battle and mastering the art of advantage, is still rele-



**MASTER COMPETITOR:** A scene from the film *The Last Samurai*. There are business lessons to be gained from the code and discipline of the Japanese warriors.

vant today. The Samurai soldier trained his mind to be as sharp as his sword and able to survive any situation. In the same vein, we can learn how to train ourselves, and better our minds. The answer lies in Musashi's "ki".

Ki is who you are when no one is around: a blending of mind, heart and spirit. Ki is presence, power and passion. It represents a balance

and harmony with nature that you must achieve to be successful.

It can be advanced by four basic pillars to master confidence, influence and assertiveness.

They are integrity, self-discipline, creativity and fearlessness.

**Integrity:** Identify who and what you are. Live by the codes you have established for yourself, and make certain your goals are

founded on values and honour.

Be true to your vision and your purpose, and do not be distracted.

**Self-discipline:** Continuously practise your business skills and measure the effectiveness of your techniques. Integrity keeps you committed to your mission, and commitment keeps you disciplined.

**Creativity:** Be open-minded and listen to others. If you want to learn, surround yourself with teachers.

Strive to create the kind of environment where ideas and possibilities burgeon and goals can be obtained.

**Fearlessness:** Make up your mind that fear will not prevent you from doing your job. Believe in yourself because you have invested heavily in improving yourself.

Finally, once you have mastered the virtues of integrity, discipline, creativity and fearlessness, live with passion.

Live with a sense of urgency, for this is contagious and forges leader-

ship, influence and assertiveness.

Mastering your ability to influence requires the competencies that experts say set the leaders apart from others, or the "stars" from the mediocre.

Indeed, leaders do make a difference. Followers prosper under effective leaders and suffer under ineffective leaders.

Exercising influence is the essence of leadership. Leading means influencing since leaders must shape the attitudes and behaviours of others to help groups reach their goals. Influence is an essential component of leadership.

When you have confidence you have more influence. When you can influence, others will see you as a leader and follow.

● *Liza van Wyk is CEO of AstroTech, a skills development training company. For more information, visit: [www.astrotech.co.za](http://www.astrotech.co.za) and 0861 AstroTech or contact Wonita Lindeque at 011 582 3222 or [training@astrotechtraining.co.za](mailto:training@astrotechtraining.co.za)*

**Accountant**  
Join an industry leader

Atlas Copco Compressor Technique SA has a vacancy for an Accountant to join the Business control team.

The incumbent will be responsible for the accounting function, including monthly reporting and management of credit control staff. The successful incumbent will also be responsible for the reconciliation of General Ledger accounts. A B.com Accounting qualification is required as well as three years financial accounting experience. Experience in debtors management and the management of staff will be an advantage.

The position will be based at Atlas Copco's Witfield branch in Boksburg.

**Company presentation**  
Atlas Copco's Compressor Technique business area provides industrial compressors, gas and process compressors and expanders, air and gas treatment equipment and air management systems. It has a global service network and offers specialty rental services. Compressor Technique innovates for sustainable productivity in the manufacturing, oil and gas, and process industries.

Please send a comprehensive CV with proof of qualification(s) to: Lorraine Mdluli, HR Manager, Atlas Copco Compressor Technique, PO Box 14110, Witfield 1467, Johannesburg or [lorraine.mdluli@atascopco.com](mailto:lorraine.mdluli@atascopco.com) or [lorraine.mdluli@atascopco.com](mailto:lorraine.mdluli@atascopco.com)  
Closing date for this position is 15 July 2011.

[www.atascopco.com](http://www.atascopco.com)

**TIME MINING**

**CONSTRUCTION MANAGER / MECHANICAL SUPERVISOR – EXPAT CONTRACT (CIS)**

Time Mining and Processing (Pty) Ltd has a select group of technical staff from a base of process engineering, as well as mechanical and electrical engineering. The staff develops projects from scoping studies, through feasibility, into design, construction and commissioning in the field of mining and processing.

Time Mining currently has the following vacancies and candidates will have to meet the following requirements:

**Construction Manager:**

- Minimum five years experience in construction management
- Experience in crusher and screening installation is required

**Mechanical Supervisor:**

- Minimum five years experience as mechanical supervisor
- Experience in construction and mechanical / structural installations

Both positions need to be filled by the 1st of August 2011

Please contact:  
Please email CV's to [lawrence@timemining.co.za](mailto:lawrence@timemining.co.za) or [louis@timemining.co.za](mailto:louis@timemining.co.za)

**WE ARE URGENTLY LOOKING FOR ADVENTUROUS TEACHERS & UNIVERSITY GRADUATES**

The Government of South Korea is hiring 2,000 foreign Guest English Teachers between August 2011 & May 2012. All SA, UK, USA, Can, Aus, NZ & Ire university graduates (bachelors degree) & qualified teachers (B.Ed. HDE) under 55 years of age are eligible to apply for these 12 month (renewable) contracts. Generous tax-free salary from R13,500 to R17,500/mnth, 13th cheque, plus a rent-free furnished private aptmnt, generous vacations, full travel subsidy & Health Insurance.

**Wed 27 July 2011**  
Presentations @ 1pm, 6pm & 8pm  
**@ Wits Language School**  
Professional Development Hub  
Gate 6 • Empire Road • Wits Campus

**Thurs 28 July 2011**  
Presentations @ 1:15pm, 2:15pm & 3:15pm  
**@ Linder Auditorium**  
Education Campus • St Andrews Rd.  
**University of the Witwatersrand**  
Visit [www.witslanguageschool.com](http://www.witslanguageschool.com) for directions

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Event hosted by Wits Language School  
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**JOBURG MARKET**

The Joburg Market is a world leading centre for the marketing of fresh produce that serves thousands of buyers and farmers from across Southern Africa and the world. It is the largest of its kind in Sub-Saharan Africa with a large buyer base comprising of retailers, wholesalers, exporters, processors, informal traders and those buying for household consumption.

**Chief Operations Officer**

**Duties and responsibilities:** • Knowledge of accreditation and certification requirements and standards. • Ability to foster a cooperative work environment. • Strong interpersonal and communication skills and the ability to work effectively with a wide range of constituencies in a diverse community. • Ability to use independent judgment and to manage and impart information to a range of clientele and/or media sources. • Skill in examining and re-engineering operations and procedures, formulating policy, and developing and implementing new strategies and procedures. • Knowledge of continuous quality improvement management principles and practices. • Knowledge of integrated business management principles and practices as related to operations and facilities management • Ability to develop and deliver presentations. • Knowledge of financial/business analysis techniques. • Employee development and performance management skills. • Skill in budget preparation and fiscal management. • Knowledge of finance, accounting, budgeting, and cost control procedures. • Ability to supervise and train employees, to include organizing, prioritizing, and scheduling work assignments. • Knowledge of applicable legislation, standards, policies and procedures within specialty area

**Requirements:** • At least five (5) years' experience in a Senior Management position, coupled with relevant academic qualifications, at least a bachelors degree • Knowledge of accreditation and certification requirements and standards • Ability to foster a cooperative work environment • Ability to communicate effectively, both orally and in writing • Strong interpersonal and communication skills and the ability to work effectively with a wide range of constituencies in a diverse community • Ability to use independent judgment and to manage and impart information to a range of clientele and/or media sources • Skill in examining and re-engineering operations and procedures, formulating policy, developing and implementing new strategies and procedures • Knowledge of continuous quality improvement management principles and practices • Knowledge of integrated business management principles and practices as related to operations and facilities management • Ability to develop and deliver presentations • Knowledge of financial/business analysis techniques • Employee development and performance management skills • Skill in budget preparation and fiscal management • Knowledge of finance, accounting, budgeting, and cost control procedures • Ability to supervise and train employees, to include organizing, prioritizing, and scheduling work assignments • Knowledge of cost control principles and practices • Knowledge of applicable legislation, standards, policies and procedures within specialty area.

Joburg Market is an equal opportunity employer. All appointments will be made in accordance with Joburg Market's Employment Equity Policy. Please forward all applications to Thomas Msibi at 5<sup>th</sup> Floor, Administration Building, Johannesburg Fresh Produce Market, City Deep. Fax to 086 602 2164 or email at [tmsibi@joburgmarket.co.za](mailto:tmsibi@joburgmarket.co.za).

The closing date is 18 July 2011 at 12:00 am.

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**Senior Internal Audit Manager**

**Duties and Responsibilities:** • Prepares audit plans, reviews and evaluates operations, and completes working papers to document work performed. • Performs initial and follow-up audits in accordance with professional standards. • Evaluates audit findings; prepares and presents the results of audit work and recommendations to management in the form of oral and written communications • Consults with and advises senior managers, department heads, and line managers on operational and administrative issues. • Keeps abreast of company policies and procedures, current developments in accounting and auditing professions, and changes in municipal, provincial and governmental laws, as applicable. • Monitors and evaluates programmatic and operational effectiveness, and effects changes required for improvement • Performs miscellaneous job-related duties as assigned.

**Job Requirements:** • Bachelor's degree in commerce and a minimum of 7 years relevant experience • Spreadsheet software skills to quantify and illustrate routine financial reports, comparisons, impacts, and/or projections. • Ability to communicate effectively, both orally and in writing. • Ability to document work in progress • Ability to effectively communicate accounting information, policies, and/or procedures in a manner easily understood by the target audience • Ability to persuade and influence others. • Ability to complete moderately complex administrative paperwork. • Knowledge of current changes and/or developments in applicable municipal, provincial and governmental laws, and company policies and procedures. • Ability to work effectively with diverse populations. • Ability to analyze processes and make recommendations for improvements • Knowledge of company auditing policies, standards, and procedures. • Ability to investigate and analyze information and draw conclusions • Ability to analyze and solve problems. • Ability to execute a comprehensive internal audit function in a municipal owned entity setting. • Ability to analyze and solve problems

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