

# ***Principles of Judo... in Business / Life***

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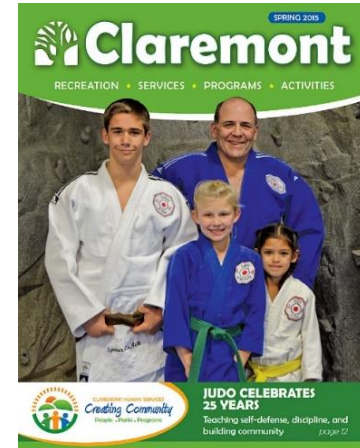
# What is judo?

- 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



# Judo Basics



***"Fall down seven times get up eight."*** Zen Proverb

# Key Definitions:

- 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





# 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."***

# The *Jules* Rules:

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- **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***



# For more information

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