

Bjelland, Dahl & Partners

Oslo, July 28, 1993

Wilma Mankiller
Principal Chief
The Cherokee Nation
Route 1, Box 945
Stillwell, OK 74465
USA

Via facsimile: 095 1 918 456 6485

Dear Ms. Mankiller,

Because the interviews for the World-Class Performers Study produced so many valuable and interesting insights, we are preparing a small book of quotes which reflect the participants' thoughts on a variety of performance issues.

We have enclosed the quotes we have selected for inclusion from your interview, with the chapter headings under which they will appear.

Because many of the participants are not native English speakers—and because people rarely speak in succinct quotable bits—we have had an experienced editor from FORTUNE magazine shape the words into a more literary, quotable form, while attempting to preserve the integrity of the meaning. The object was to improve the communication of the message, not to change the message itself.

Could you please review the selected quotes and let us know if they accurately reflect your thoughts and ideas. We would also appreciate it if you would let us know if we have misspelled your name or described you inaccurately.

The quotes we have picked are:

1. On Leadership

"The thing about Native people that is different is that we have incredible tenacity. We have survived everything that we have survived, historically, and we are still here. We still have some of our old ceremonies, our language, our sense of community, and our sense of interdependence. There is still a sense that you need to do something for the common good rather than just for yourself. There is great leadership. It is just exercised in a different way. It is quiet leadership."

THE PERFORMANCE GROUP

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