

Leaders In The Marketplace

What exactly is the “marketplace”?

The marketplace is the world of commercial activity where _____ and _____ are bought and sold

In addition, a marketplace is the space, actual or metaphorical, in which a market _____.

Wherever two or more people agree to _____ and _____ a product is a marketplace.

Our approach to the marketplace needs to be based on Kingdom _____ and Kingdom _____

Consider the weightiness of God’s displeasure on the abuse of the marketplace buy His people in **Amos 8:5–ff**

Paul spent considerable time in the marketplace
Acts 17:17

Jesus healed people in the marketplace

Mark 6:56

Matthew 22:9 / Luke 14:23

Invitations to the Kingdom require presence in the marketplace

Approaching the Marketplace

Wise as serpents, harmless as doves (**Matthew 10:16**)

“If you are going to build a tower, you need to count the cost” – Jesus (**Luke 14:28**)

The Language of the Marketplace has to be _____ in order to have _____ there

Aristotle:

According to Aristotle, rhetoric is "the ability, in each particular case, to see the available means of persuasion." He described three main forms of rhetoric

Logos – Ethos – Pathos

_____ – is appeal based on logic or reason

_____ – is appeal based on the character of the speaker

_____ – is appeal based on emotion

The marketplace is filled with those who intend to operate in the power of _____

For a citizen of the Kingdom persuasion has to be _____ and conform to issues of _____ and _____

In addition there are two other important factors that influence those you endeavor to reach these two factors are:

_____ – is all about STRUCTURE

_____ – is all about STYLE

It takes time to develop the skills, dexterity, and ability (power) to operate at certain levels and execute certain actions, which are acquired by experience, study, and observation, to exhibit mastery and expertise in your domain, your sphere, your measure of rule

If you are going to be successful in the marketplace you need to first and foremost need to develop “business savvy”

Success in the marketplace involves a number of things, however Peter Drucker emphasized two in particular...

In *the Practice of management*, Peter Drucker wrote, “Because the purpose of business is to create a customer, the business enterprise has two – and only two – basic functions:

_____ and _____. Marketing and innovation produce _____; all the rest are costs.”

What do you bring to the marketplace?

Is there even a market for what you are selling?

Who are your competitors?

What would make a customer buy your product over someone else's?

You were made in the image of God; therefore _____ is both innate and inherent in you!

_____ and _____ go hand in hand

Market _____ is essential prior to entering the market if you want to gain a _____ position in the marketplace.

Market _____ is essential if you are to _____ the marketplace

_____ Image and _____ Image need to be established because your _____ in the marketplace is everything _____ is _____

_____ is essential because you need to know how to _____ that is the essence of marketing

Fundamentally, there is a _____ to the marketplace

Part of that process requires understanding what it is to be a _____

Servant-leadership is what causes the marketplace to be _____

Self-centered leadership in the marketplace is driven by _____ and what's-in-it-for-me

Transformational action by a leader, is to come to _____ as opposed to being _____

The wealth merchants on television subliminally teach you that "it's all about you"

Immature individuals are driven by "me-centered", "money-driven" marketplace strategies

These _____ last in the marketplace

The "negligent hand" according to Solomon (**Proverbs 10:24**) implies deceit and treachery (lacking the ETHOS of righteousness)

The _____ hand (power and ability) is all about strict decision making and leads to wealth and abundance

In the marketplace something is being _____

Therefore, as a Kingdom citizen _____
needs to be seen and formed within a context of

You are _____ to the market to _____
by the Chief _____