

## “Hiding in the Office”

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**Hiding in the office** is a very common mistake made by business owners and executive managers because, by doing so, they:

- Deprive the field personnel of direct exposure to their thoughts, policies and power to right wrongs on the spot or pass out instant rewards.
- Must often make critical decisions based upon ‘filtered’ information passed up the line to them when ‘first hand’ information would result in better decision-making.
- Miss their unique chance to set a needed example vis-à-vis an unexpected ‘training opportunity’.
- Lose contact with customers.
- Become a bigger target for rumors and innuendo among customers and staff members.
- Give up the opportunity to ‘see for himself’ the behaviors of persons nominated for promotion within the organization.

So why do folks spend too much time in the office? Some do not realize this is the case. They are simply following the example given them by their current and / or prior supervisors. Others are unwilling to delegate to subordinates some, many or most of the activities regularly conducted within the office environment. This reluctance to delegate authority may be due to a feeling of insecurity or may be the result of having no one qualified to accept the authority delegated.

Today, with the advantage of high tech communications, there is absolutely no reason for spending an excessive amount of time in the office unless your business is totally conducted therefrom as might be the case with telemarketing. It is the writer’s opinion that a good executive manager or business owner must find a qualified person who wants to be office bound all day every day to whom a maximum of authority may be delegated thus enabling an executive-level field presence at least 50% of the time.