Acceptance, women and, 67–68
Accountability, 42
   teamwork and, 101
Adams, Michael, 67
Advice
   in negotiation, 59–60
   seeking, 71
Affirmative action, Title IX as, 18–21
Aficionados, 169
African-Americans, basketball among young, 50–51
“Agree, disagree, align” rule, 42, 162
Agreement, 42, 162
Ali, Lonnie, 88
Ali, Muhammad, 8, 119, 148, 163
   author’s friendship with, 87–89
   love and passion for boxing, 51–54
Alignment, 42, 162
Alliances, in teamwork, 98
Almstead, Dave, 57
American Basketball League (ABL), 59
American Football Conference (AFC)
   East, 78
America West stadium, 81–82
Ames, Iowa, 142
AND1 Mixtape Tour, 50
Anecdotes, sports, 148
Anger
   controlling, 61
   in exercising leadership, 155
   resolving through conversation, 67–68
Annual reports, 121–122
Anxiety, in exercising leadership, 153–154
Arizona Cardinals, 123, 145
Assertiveness, men’s versus women’s, 163–164
Assistance, inviting, 71
Assistants, hiring, 104
Association for Intercollegiate Athletics for Women (AIAW), 59
Athletes
   developing thick skin among, 39–40, 40–41
   sharing and teamwork among, 98–99
   Athletic experience, success in life and, 3–4
Athletics. See also Sports entries
   heroism and, 91–92
   staying in shape for, 129–130, 130–131
Atlanta, Georgia, 79–80
Atlantic Coast Conferences (ACC), 39
### Index

<table>
<thead>
<tr>
<th>Attitude</th>
<th>Time-Score-Possession approach in,</th>
</tr>
</thead>
<tbody>
<tr>
<td>author’s, toward basketball, 50–51</td>
<td>Title IX and, 19, 51</td>
</tr>
<tr>
<td>avoiding bad, 33</td>
<td>women in, 102–103</td>
</tr>
<tr>
<td>can-do, 69</td>
<td>women’s interest in, 16</td>
</tr>
<tr>
<td>championship, 87–89</td>
<td>Basketball Hall of Fame, 53–54, 80, 81, 86, 99, 106</td>
</tr>
<tr>
<td>determination in, 79–84</td>
<td>Behavior, coaching and, 49–50</td>
</tr>
<tr>
<td>in exercising leadership, 154</td>
<td>Behavior patterns, noticing, 38</td>
</tr>
<tr>
<td>toward fear, 72–73</td>
<td>Being the best, 170</td>
</tr>
<tr>
<td>fostering good, 33</td>
<td>Belief(s)</td>
</tr>
<tr>
<td>heroism and, 91–92</td>
<td>determination and, 83–84</td>
</tr>
<tr>
<td>importance of positive, 77–79</td>
<td>heroism and, 91–92</td>
</tr>
<tr>
<td>mental, 84–86, 87</td>
<td>importance of, 77–79</td>
</tr>
<tr>
<td>positive, 162–163</td>
<td>in self, 170</td>
</tr>
<tr>
<td>prima donna, 159</td>
<td>superstition and, 167</td>
</tr>
<tr>
<td>teamwork and, 84–86, 100–101, 103–104</td>
<td>Augusta National Golf Club, 114–115</td>
</tr>
<tr>
<td>toward work and business, 79</td>
<td>Audacity, 168–169</td>
</tr>
<tr>
<td>Bad days, teamwork and, 100–101</td>
<td>risks and rewards of, 167–168</td>
</tr>
<tr>
<td>Baltimore Orioles, 36</td>
<td>August National Golf Club, 114–115</td>
</tr>
<tr>
<td>Baltimore Ravens, 73</td>
<td>Austin, Tracy, 114</td>
</tr>
<tr>
<td>Banter</td>
<td>Australian Open, 46–47</td>
</tr>
<tr>
<td>assertiveness and, 163–164</td>
<td>Belief(s)</td>
</tr>
<tr>
<td>sports, 145</td>
<td>determination and, 83–84</td>
</tr>
<tr>
<td>Barkley, Charles, 83</td>
<td>heroism and, 91–92</td>
</tr>
<tr>
<td>Basketball, 171</td>
<td>importance of, 77–79</td>
</tr>
<tr>
<td>author’s experience in, 40–41, 53–54</td>
<td>in self, 170</td>
</tr>
<tr>
<td>author’s minigoals in, 161</td>
<td>Audacity, 168–169</td>
</tr>
<tr>
<td>author’s start in, 50–51, 52</td>
<td>risks and rewards of, 167–168</td>
</tr>
<tr>
<td>building teams in, 105–106</td>
<td>Audacity, 168–169</td>
</tr>
<tr>
<td>challenges of coaching, 17–18, 70–71</td>
<td>Blind Side, The, 73</td>
</tr>
<tr>
<td>coaching up, 90–91</td>
<td>Body language, importance of, 33</td>
</tr>
<tr>
<td>determination in, 79–80, 81–82</td>
<td>Boston Red Sox, 158</td>
</tr>
<tr>
<td>leadership and teamwork in, 153–156</td>
<td>Breakfast Club,” 156</td>
</tr>
<tr>
<td>negotiation in, 56–57, 57–58</td>
<td>Bridge, playing, 147–148</td>
</tr>
<tr>
<td>self-confidence in, 84–87, 87–89</td>
<td>Brilliance, attracting, 70</td>
</tr>
<tr>
<td>staying in shape for, 129</td>
<td>Brown, Larry, 71</td>
</tr>
<tr>
<td>success in life and, 3–4</td>
<td>Bryant, Kobe, 69</td>
</tr>
<tr>
<td>teamwork and confidence in, 89</td>
<td>Biases, of women, 160</td>
</tr>
<tr>
<td></td>
<td>Biden, Joe, 5</td>
</tr>
<tr>
<td></td>
<td>Biographies, 122</td>
</tr>
<tr>
<td></td>
<td>on emotion versus clarity of thought, 60</td>
</tr>
<tr>
<td></td>
<td>Bullock, Sandra, 146</td>
</tr>
<tr>
<td>Business</td>
<td>Business</td>
</tr>
<tr>
<td>attitude toward, 79</td>
<td>audacity in, 168</td>
</tr>
<tr>
<td></td>
<td>building loyalty in, 37–41</td>
</tr>
<tr>
<td></td>
<td>communication in, 165</td>
</tr>
<tr>
<td>Index</td>
<td>Page</td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>------</td>
</tr>
<tr>
<td>gamesmanship in, 157–158</td>
<td></td>
</tr>
<tr>
<td>Google in, 120</td>
<td></td>
</tr>
<tr>
<td>and improving one’s health,</td>
<td></td>
</tr>
<tr>
<td>131–133</td>
<td></td>
</tr>
<tr>
<td>leadership and, 32–35, 157</td>
<td></td>
</tr>
<tr>
<td>love and passion for, 45–46</td>
<td></td>
</tr>
<tr>
<td>as matrix environment, 118</td>
<td></td>
</tr>
<tr>
<td>negotiation in, 56–60</td>
<td></td>
</tr>
<tr>
<td>playbooks and, 25–26</td>
<td></td>
</tr>
<tr>
<td>preparation in, 113, 117</td>
<td></td>
</tr>
<tr>
<td>professionalism and, 34</td>
<td></td>
</tr>
<tr>
<td>sports and success in, 5–6, 7–9</td>
<td></td>
</tr>
<tr>
<td>sports as, 4–5</td>
<td></td>
</tr>
<tr>
<td>sports talk and, 143–146</td>
<td></td>
</tr>
<tr>
<td>storytelling in, 146–148, 149</td>
<td></td>
</tr>
<tr>
<td>superstition in, 166–167</td>
<td></td>
</tr>
<tr>
<td>taking care of personnel in, 38–39</td>
<td></td>
</tr>
<tr>
<td>teamwork and, 37, 97, 107–108</td>
<td></td>
</tr>
<tr>
<td>tickets to sports events and, 141, 142–143, 149</td>
<td></td>
</tr>
<tr>
<td>time management and, 36</td>
<td></td>
</tr>
<tr>
<td>Title IX and, 19, 20–21</td>
<td></td>
</tr>
<tr>
<td>women in, 79</td>
<td></td>
</tr>
<tr>
<td>Business cards, 120–121</td>
<td></td>
</tr>
<tr>
<td>Business scenarios, dynamic,</td>
<td></td>
</tr>
<tr>
<td>31–32</td>
<td></td>
</tr>
<tr>
<td>Cal State–Fullerton, 59</td>
<td></td>
</tr>
<tr>
<td>Can-do attitude, 69</td>
<td></td>
</tr>
<tr>
<td>Career, satisfaction from, 9</td>
<td></td>
</tr>
<tr>
<td>Carroll High School, 148</td>
<td></td>
</tr>
<tr>
<td>Caster, Sam, 131</td>
<td></td>
</tr>
<tr>
<td>Celebrity Fight Night, 119</td>
<td></td>
</tr>
<tr>
<td>Challenges</td>
<td></td>
</tr>
<tr>
<td>attracting, 70</td>
<td></td>
</tr>
<tr>
<td>satisfaction from meeting, 9</td>
<td></td>
</tr>
<tr>
<td>success-oriented attitude toward, 17–18, 93</td>
<td></td>
</tr>
<tr>
<td>Champions</td>
<td></td>
</tr>
<tr>
<td>Michael Jackson among, 49</td>
<td></td>
</tr>
<tr>
<td>thinking like, 77–93</td>
<td></td>
</tr>
<tr>
<td>Championship. See also Championships</td>
<td></td>
</tr>
<tr>
<td>heroism and, 92</td>
<td></td>
</tr>
<tr>
<td>mind-set for, 93</td>
<td></td>
</tr>
<tr>
<td>teamwork and, 99–100</td>
<td></td>
</tr>
<tr>
<td>Championships, winning, 41</td>
<td></td>
</tr>
<tr>
<td>Character, 169</td>
<td></td>
</tr>
<tr>
<td>“Charge of the Light Brigade, The”</td>
<td></td>
</tr>
<tr>
<td>(Tennyson), 73</td>
<td></td>
</tr>
<tr>
<td>Cheat sheets, 121</td>
<td></td>
</tr>
<tr>
<td>Cheering, 108</td>
<td></td>
</tr>
<tr>
<td>Chemistry, in exercising leadership, 155</td>
<td></td>
</tr>
<tr>
<td>Chicago Bulls, 156, 169</td>
<td></td>
</tr>
<tr>
<td>Chicago Sky, 103</td>
<td></td>
</tr>
<tr>
<td>Choices, teamwork versus individuality, 97–98</td>
<td></td>
</tr>
<tr>
<td>Clarity, in playbooks, 32</td>
<td></td>
</tr>
<tr>
<td>Cleveland Cavaliers, 71</td>
<td></td>
</tr>
<tr>
<td>Cline, TJ, 48, 80, 82, 86–87, 171</td>
<td></td>
</tr>
<tr>
<td>Cline, Tim, 80, 171</td>
<td></td>
</tr>
<tr>
<td>Clinton, Bill, 109</td>
<td></td>
</tr>
<tr>
<td>Clinton, Hillary, political campaign of, 98</td>
<td></td>
</tr>
<tr>
<td>Clipboards, 121</td>
<td></td>
</tr>
<tr>
<td>Coaching, 49–50</td>
<td></td>
</tr>
<tr>
<td>coaching up, 90–91</td>
<td></td>
</tr>
<tr>
<td>Coffman, Casey, 65</td>
<td></td>
</tr>
<tr>
<td>Collaboration, fear versus, 68</td>
<td></td>
</tr>
<tr>
<td>Collins, Chris, 33</td>
<td></td>
</tr>
<tr>
<td>Collins, Doug, 38, 101</td>
<td></td>
</tr>
<tr>
<td>Commitment</td>
<td></td>
</tr>
<tr>
<td>to health improvement, 131–133</td>
<td></td>
</tr>
<tr>
<td>preparation and, 122</td>
<td></td>
</tr>
<tr>
<td>in teamwork, 98</td>
<td></td>
</tr>
<tr>
<td>Communication, 31, 74, 82. See also</td>
<td></td>
</tr>
<tr>
<td>Conversation; Sports talk;</td>
<td></td>
</tr>
<tr>
<td>Storytelling</td>
<td></td>
</tr>
<tr>
<td>in building teams, 106, 107</td>
<td></td>
</tr>
<tr>
<td>in business, 158, 159, 165</td>
<td></td>
</tr>
<tr>
<td>importance of, 156–157</td>
<td></td>
</tr>
<tr>
<td>sports and, 6, 7</td>
<td></td>
</tr>
<tr>
<td>through storytelling, 148</td>
<td></td>
</tr>
<tr>
<td>success and, 5, 7</td>
<td></td>
</tr>
<tr>
<td>teamwork and, 100–101</td>
<td></td>
</tr>
<tr>
<td>360-degree, 89</td>
<td></td>
</tr>
<tr>
<td>in winning, 167</td>
<td></td>
</tr>
<tr>
<td>Competition, 160</td>
<td></td>
</tr>
<tr>
<td>from coworkers, 41</td>
<td></td>
</tr>
<tr>
<td>losing fear of, 70</td>
<td></td>
</tr>
<tr>
<td>preparation for, 115, 122, 125</td>
<td></td>
</tr>
</tbody>
</table>
Competitive spirit
  developing, 3–4
  success and, 5, 7, 8–9
Competitors
  fear of, 71–72
  preparation for, 115
Compliments, 89, 90
  criticism versus, 90–91
  teamwork and, 107
Comprehension, 31
Confessions, by women, 164
Confidence, 13, 17, 33, 89, 145. See also
  Self-confidence
    in business, 158–159
    determination and, 83
    in emotion control, 61
    through exercise, 131
    in exercising leadership, 153–154
    through sports, 5
Confrontation, in exercising leadership, 155
Confusion
  avoiding with playbooks, 28
  exercising leadership and, 156
Connecticut women’s basketball team, 168
Connections, making, 123–124
Consistency, 34
  in success, 169
Constructive criticism, 90–91
Consumers, women versus men as, 16–17
Contemplation, in exercising leadership, 155
Control, of emotions, 61, 62
Conversation, 66–68, 74.
  See also Communication;
    Storytelling
      in building teams, 105
      about sports, 143–146
      sports tickets and, 143
Costner, Kevin, 59–60
Cotman, Angela, 106
Courage, 73
Coworkers
  building relationships with, 54–55
  support from and for, 11
Cox, Alberta, 9–10, 11, 80
Criticism, 74
  constructive, 90–91
  fraudulent, 91
  leadership and, 157
  teamwork and, 107
  uses of, 68–71
Crying, emotional relief through, 60–61
Crystal, Billy, 33
Dallas, Texas, 80
Dallas Diamonds, 53
  negotiating contract with, 57–58
Dallas Mavericks, 28, 40, 49, 55–56, 108
Dallas Stars, 65
Darden, Brian, 130
Davis, Howard, 87
Deal making, 157–158, 170
Decision making, 89, 169–170
Decisiveness, 163
Del Negro, Vinnie, 169
Dent, Bucky, 158
Derek, Bo, 119
Determination, success via, 79–84
Detractors, criticism by, 69
Detroit, Michigan, 171
Detroit Pistons, 38
Detroit Shock
  dress code for, 33
Development League (NBA D-League), 40, 49–50, 58, 59
Diet, 138
  exercise and, 129–130, 130–131
  paying attention to, 131, 132
  proper, 129
Disagreement, 42, 162
  handling, 146
INDEX

Discipline
health and, 132
success and, 5

Discrimination, Title IX versus, 19

Distractions, in exercising leadership, 156

Donovan, Anne, 99

Doubt
controlling, 41
paralyzing effect of, 52–53

Drama, 34

Dress codes, 33, 34, 165–166
Duquesne University, 90

Dwyer, Bob, 148

Dynamic business scenarios, 31–32

Eating right. See Diet; Nutrition

Economy, in language, 164

Education, Title IX and, 20, 51

Emotion(s)
controlling, 61, 62
in love and passion, 60–61
menstrual synchrony and, 135
negotiation and, 56–57

Empathy
in business, 158
power of, 54–55

Empowerment, self-confidence in, 85

Encouragement, for success, 93

Endurance, building, 131

Entrepreneurship, via Internet, 122–123

Environment. See also Matrix environment
Google and, 120
knowing, 114–115

Envy
exercising leadership and, 155–156
women's 160–161

Equality, 83

Equalizer, sports conversations as, 7–8
Erin Brockovich, 165

Errors, dealing with, 34. See also Mistakes

Events Marketing, 157

Excellence, 145
desire for, 82
heroism and, 92
in sports and other competitions, 8–9, 11
striving for, 15, 17–18, 22
“Excellence equity,” 13

Execution
in exercising leadership, 154–155
success through, 10
in winning, 167, 170

Executives, stress and, 133–134

Exercise, 138
importance of, 129–130, 130–131
stress and, 133–134

Expectations, in exercising leadership, 155

Experience, 161
in building teams, 108

Envy
fear of, 52–53, 66, 69, 72
nobility of, 22, 28

Fairness
in exercising leadership, 155
women and, 67–68

Faith
fear of, 68
in oneself, 69–70
success through, 8
superstition and, 167

Fans
criticism and, 69
in sports, 108

Far Rockaway, New York, author’s childhood in, 8, 9–10, 50, 65–66
Favorite players, 142
Favorite teams, 142
 Favoritism, men’s versus women’s, 160–161

Favre, Brett, 78
Fear
- of competition, 70
- controlling, 41
- in exercising leadership, 153–154, 155
- of failure, 52–53
- heroism versus, 91–92
- overcoming, 71–73
- of success, 65–74

Federal Reserve Bank of St. Louis, 134

Feeling good. See Health

Fertility, 135

Film, in sports, 115–116

First impressions, 34

Fitzgerald, Larry, 145
- on observing, 123–124
- Flashcards, 120–121
- Flexibility, 22, 117, 118, 159
- success and, 12–15

Focus
- in exercising leadership, 156
- in playbooks, 32

Football, coaching championship, 78–79

Foreman, George, 11

Fortitude, 34

Foster, David, 119

Fraudulent criticism, 91

Frazier, Joe, 11

French Open, 77–78

Friendliness, 82

Friendship, through sports, 143–146

Frisco, Texas, 166

“F test,” 118

Future, predicting and creating, 122–123

Game plans, 113
- in playbook, 65–66

Gamesmanship, in business, 157–158

“Game time,” 153–171
- in exercising leadership, 154
- preparation and, 158–159

Game time rituals, 166–167

Gates, Bill, 83, 147–148

Gehrig, Lou, 36, 148

Gentry, Alvin, 59

Gere, Richard, 120

Giving, 62

Goals. See also Minigoals
- described in playbooks, 29, 32
- in exercising leadership, 156
- heroism and, 92
- importance of, 156–157
- inspired by Muhammad Ali, 52
- learning through sports, 147
- mapping out, 93
- of Martina Navratilova, 168–169
- and overcoming fear, 72–73
- preparation and, 122
- teamwork and, 100, 103–104, 105

Goal setting, 11

Goal-setting skills, success and, 5

Golden Rule, 85

Golf, preparation for, 114–115

Good days, teamwork and, 100–101

Google, 119–121

Greatness
- pursuing, 168–169
- striving for intentional, 22

Green Bay Packers, 78

Greensborough, North Carolina, 153–154

Gretzky, Wayne, 106

Guidance, coaching and, 50

Guidelines
- described in playbooks, 29
- flexibility of, 13

Happiness, 162–163

Hard work, 34

Harlem, 3, 4
- playing basketball in, 50–51, 52, 65–66, 91, 161
- Harris, Del, 71
- “HATERADE,” 17

Head, Richard, 37

Health, 33
- committing to improve, 131–133
- importance of maintaining, 129–138
improving mental, 132–133
stress and, 133–134
Heroism, 91–93
Hicks Sports Group, 65
Hill, Bob, 71
Hlede, Korie, 90
Holtz, Lou, on overcoming fear, 71–73
Homework. See Preparation
Honor, 73
Hope, giving, 93
Hormones, 135
Houston Comets, 135
“Huddling up,” 29–30
Humility, 165
audacity versus, 168
leadership style and, 85
Humor, 83, 145, 170
assertiveness and, 163
criticism via, 68–69, 107
in dealing with menopause, 136
heroism and, 91–92
Icebreaker, sports talk as, 143
Idleness, avoiding, 117
Image, success and, 33, 34
IMG agency, 170
Impact, of language, 164
Improvement, through criticism, 68–71
Index cards, 121
India, 120
Indiana Fever, 160
Indiana Pacers, 160
Individuality, teamwork and, 97–98
Information
Internet and, 120
making use of, 121
sharing, 101
teamwork and, 107
Initiative, in business, 158
Innocence, of Michael Jackson, 49
Insecurity, dealing with, 53
Instinct, intuition and, 55
Integrity, in exercising leadership, 154–155
Intelligence, 160–161
Intentional greatness, striving for, 22
Internet
entrepreneurship via, 122–123
uses of, 120
Interns, mentoring of, 55–56
Interviews, talking and listening in, 37–38
Intuition, power of, 54–55
Jabbar, Kareem Abdul, 102, 162
Jackson, Michael, posthumous message from, 48–50
Jackson, Randy, 119
Jackson Elementary School, author’s appearance at, 86–87
James, LeBron, 71
Jargon, avoiding, 28
Jeter, Derek, 61
Johnson, Lady Bird, 45, 52
Johnson, Magic, 79–80, 106
infectious team spirit of, 162
Jordan, Michael, 6, 34, 45, 156, 171
author versus, 17–18
Judgment
criticism versus, 69
in women’s coaching, 49–50
Keep It Simple, Stupid (KISS), 28
Key questions, in teamwork, 110
Kindness, 165
King, Stephen, 69
Knight, Bobby, 101
Knight, Gladys, 81
Knoxville, Tennessee, 157
Kodak All-American, 99
Krzyzewski, Mike, 101
Lamar, Lavoiser, 3
Lamas, Fernando, 33
Language, economy in, 164
Lateness. See Tardiness; Time management
Laughter, 83
Law, Title IX as, 18–21
<table>
<thead>
<tr>
<th>Leadership, 161</th>
<th>Muhammad Ali’s, for boxing, 51–54</th>
</tr>
</thead>
<tbody>
<tr>
<td>adopting mentality for, 15</td>
<td>negotiation and, 56–60</td>
</tr>
<tr>
<td>in championship basketball, 153–156</td>
<td>of sports, 45</td>
</tr>
<tr>
<td>developing thick skin in, 39–40, 40–41</td>
<td>success and, 3, 5</td>
</tr>
<tr>
<td>emotion and, 60, 61</td>
<td>Loyalty, 146</td>
</tr>
<tr>
<td>empowering others through, 11</td>
<td>importance of, 37–41</td>
</tr>
<tr>
<td>menopause affecting, 136–137</td>
<td>success and, 8</td>
</tr>
<tr>
<td>playbooks and, 27</td>
<td>through trust, 39</td>
</tr>
<tr>
<td>preparation in, 156–157</td>
<td></td>
</tr>
<tr>
<td>success and, 5</td>
<td></td>
</tr>
<tr>
<td>teamwork and, 101</td>
<td></td>
</tr>
<tr>
<td>Leadership style</td>
<td></td>
</tr>
<tr>
<td>in coaching, 84–85</td>
<td>Mackay, Harvey, books by, 169</td>
</tr>
<tr>
<td>in playbooks, 32–35</td>
<td>Madison Square Garden Sports, 65</td>
</tr>
<tr>
<td>Learning, from losing, 28–29</td>
<td>Management</td>
</tr>
<tr>
<td>Learning plans, in playbook, 30–32</td>
<td>criticism versus compliments in, 90–91</td>
</tr>
<tr>
<td>Leveraging one’s position, 161</td>
<td>developing thick skin in, 39–40, 40–41</td>
</tr>
<tr>
<td>Lieberman, Renee, 87, 88</td>
<td>in exercising leadership, 155</td>
</tr>
<tr>
<td>Lifestyle</td>
<td>performance assessment in, 166</td>
</tr>
<tr>
<td>changes in, 138</td>
<td>of stress, 133–134</td>
</tr>
<tr>
<td>choosing healthy, 130</td>
<td>teamwork and, 103–104</td>
</tr>
<tr>
<td>Lifetime Fitness, 123</td>
<td>Managers, teamwork and, 107</td>
</tr>
<tr>
<td>Listening</td>
<td>Mannatech, 131</td>
</tr>
<tr>
<td>in building teams, 109</td>
<td>March Madness pool, 141</td>
</tr>
<tr>
<td>in business, 158</td>
<td>Matrix environment, business as, 118</td>
</tr>
<tr>
<td>Liston, Sonny, 11</td>
<td>McIntyre, Reba, 119</td>
</tr>
<tr>
<td>Liverpool Football Club, 65</td>
<td>Medtronic, 161</td>
</tr>
<tr>
<td>Lockard, Wes, 118</td>
<td>Meetings, 42</td>
</tr>
<tr>
<td>Lockett, Dave, 144</td>
<td>in exercising leadership, 156</td>
</tr>
<tr>
<td>Lombardi, Vince, 167</td>
<td>playbooks and, 29–30</td>
</tr>
<tr>
<td>“Long-windedness, avoiding,” 165</td>
<td>Memory, 31</td>
</tr>
<tr>
<td>Los Angeles Lakers, 53–54, 162</td>
<td>Memory aids, 120–121</td>
</tr>
<tr>
<td>Losing, as learning opportunity, 28–29.</td>
<td>Men</td>
</tr>
<tr>
<td>“Losing it,” 61</td>
<td>assertiveness among, 163–164</td>
</tr>
<tr>
<td>See also Failure</td>
<td>as consumers, 16–17</td>
</tr>
<tr>
<td>Louisiana Tech, 99, 153–154</td>
<td>conversations among, 66, 67</td>
</tr>
<tr>
<td>Louisville, 102</td>
<td>daily sports events and, 141–142, 142–143</td>
</tr>
<tr>
<td>Love, 34–35, 45–62</td>
<td>discomfort with women, 60–61</td>
</tr>
<tr>
<td>author’s, for basketball, 50–51</td>
<td>as employers of women, 160</td>
</tr>
<tr>
<td>emotion and, 60–61</td>
<td>favoritism among, 160</td>
</tr>
<tr>
<td>empathy and intuition and, 54–55</td>
<td>leadership by, 155</td>
</tr>
<tr>
<td>finding, 45, 46</td>
<td>mental toughness and, 155</td>
</tr>
<tr>
<td>mental toughness and, 46–48</td>
<td>sportsmanship of, 47</td>
</tr>
<tr>
<td>mentoring and, 55–56</td>
<td></td>
</tr>
<tr>
<td>in Michael Jackson’s music, 48–50</td>
<td></td>
</tr>
</tbody>
</table>
teambwork and, 101
Title IX and, 19–20, 51
Menopause
dealing with, 136–137
weight gain and, 137
Menstruation, 134–135
weight gain and, 137
Mental attitude, 84–86, 87
superstition and, 166–167
Mental health, improving, 132–133
Mental library, of sports and other anecdotes, 148
Mental toughness, 46–48
Meyers, Ann, 70, 81
Miami Dolphins, 78
Micromanagement, avoiding, 29
Middle management, teamwork and, 103–104
Miller, Cheryl, 81
Mind-set
creating with playbooks, 32–33
importance of, 77–79
overcoming fear in, 72–73
for success, 8, 93
Minigoals
in playbooks, 32
setting, 161–163
Miss Congeniality, 146
Mistakes, overcoming, 68. See also Errors
Moderation, health and, 132
Modesty, audacity versus, 168
Money, negotiating for, 57–60
Mood, teamwork and, 100
Moore, Samuel David, 119
Morale, in exercising leadership, 155
Motivation, time management and, 36
Motives, described in playbooks, 29
Motrin, 135
Multilevel marketing, 117
Multitasking, in business, 158
Muniz, Frankie, 68
Music, Michael Jackson and, 48
Names, remembering, 120–121
Narcissism, 115–116
Nash, Steve, 196
National Basketball Association (NBA), 16. See also Development League (NBA D-League); NBA entries; Women’s National Basketball Association (WNBA) and author versus Michael Jordan, 17–18
coaching in, 70–71
National Bureau of Economic Research, 134
National Collegiate Athletic Association (NCAA), 37, 59, 102
Navratilova, Martina, 12, 13, 14–15, 46–47, 59
championship attitude of, 77–78, 79
goals of, 168–169
preparation by, 113–114
NBA All-Star game, 54. See also National Basketball Association (NBA)
NBA Fastbreak, 28
Negative mood, adverse effects of, 100
Negativism/negativity
in building teams, 108
in criticism, 68–69
in exercising leadership, 155–156
versus success, 92–93
Negotiation
building teams via, 56–60
with women, 56–57
Nelson, Donnie, 59
Nervousness, in exercising leadership, 153–154
New Delhi, India, 120
New jobs, preparation for, 115
New Orleans Saints, 167–168
Newspapers, reading sports section in, 141–142, 149
New York City, street life in, 3. See also Harlem
New York Jets, 78
New York Liberty, 31
New York Stock Exchange, 87
New York Yankees, 36, 158
Nissen, Inge, 99
Nonathletic background, success despite, 7
Non-self-starters, in building teams, 108
Norman, Oklahoma, 102–103
Norton, J. Hughes, III, 170
Nutrition, improving, 131. See also Diet

Obama, Barack, political campaign of, 98
Observation, 165–166
Observing, 123–124
Obstacles
as opportunities, 13
overcoming, 69–70
Oher, Michael, 73
Oklahoma University, 45
Oklahoma University Sooners, 102–103
Old Dominion University, 40, 87, 88, 98, 99–100, 106, 123, 153–154
Olympic Committee, 87
Olympic Games, 79–80, 86, 87
Olympic medal, author’s, 10–11, 86–87
Olympic team, author joining, 70, 86, 161

Omaha Civic Auditorium, 13–14
Omaha, Nebraska, 13, 15, 55, 59
$1,000 and an Idea: Entrepreneur to Billionaire (Wyly), 122–123

Open-mindedness, 117, 118, 125
Google and, 119
Opinions, subjectivity of, 68–69
Oppenheimer Funds, 6, 133
Opponents
staying ahead of, 114
using weaknesses of, 123–124
Opportunities
creating for others, 55–56
for learning, 28–29
obstacles as, 13
taking advantage of, 41
for teaching, 17–18
Organization
importance of, 156–157
playbooks and, 27

Outsourcing, 117
Overachieving, 3

Pain, enduring, 46–47
Palace Sports and Entertainment, 104
Parcells, Bill, 25
Paris, Courtney, 45
promise made and kept by, 102–103
Parkinson’s disease, Muhammad Ali and, 88
Partners
finding good, 122
working out with, 130–131
Partnerships, 117
fear versus, 68
Passion, 45–62
author’s, for basketball, 50–51
emotion and, 60–61
empathy and intuition and, 54–55
in Michael Jackson’s music, 48–50
mental toughness and, 46–48
mentoring and, 55–56
Muhammad Ali’s, for boxing, 51–54
negotiation and, 56–60
success and, 3, 5

Patterson, Andre, 67
Payton, Sean, 167–168
Pennington, Chad, 78–79
People
finding out about, 37–38
taking care of, 38–39
Perception, reality versus, 118, 129
Perfection, 34
Performance
assessing, 166
menopause affecting, 136–137
menstrual synchrony and, 134–135
under pressure, 147
stress management and, 133–134
tracking, 121–122
Perseverance, success and, 5
Personnel
choosing for teams, 104–109
hiring, 38
importance of, 37
taking care of, 38–39
Philanthropy, of Michael Jackson, 48
Phoenix, Arizona, 54, 81–82, 119, 123
Phoenix Mercury, 45
Phoenix Suns, 59, 106
Pipp, Wally, 36–37
Pittsburgh Steelers, 144
Planning. See also Preparation
  with playbook, 30–32, 65–66
  sports and, 147
  in winning, 167
Playbooks, 25–42. See also Preparation
  avoiding confusion with, 28
  described, 42
  flexibility and, 12–15
  handling fear via, 65–66
  leadership style in, 32–35
  learning plan in, 30–32
  love and, 45, 46
  loyalty and diligence and, 37–41
  in sports, 25
  success and, 5–6
  for team strategies, 27–30
  time management in, 35–37
  uses for, 25–27
Player of the Year, 99
Playing to win, 12
Plaza Hotel, 88
Politics, playbooks for, 25
Porsche Tennis Grand Prix
  Tournament, preparation for, 114
Positive attitude
  benefits of, 162–163
  in building teams, 108
  success and, 5
Positive thinking, superstition and,
  166–167
Practice, 158–159
  success through, 10
Preferences, criticism versus, 69
Preparation. See also Planning;
  Playbooks
  flexibility in, 12–13, 22
  formats for, 116–117
  Google in, 119–121
  importance of, 113–125
  learning through sports, 147
  for lifestyle changes, 138
  for new business models, 117
  success through, 156–157
  of teams, 115–116
Pressure
  performance under, 147
  in women’s coaching, 49–50
Prima donna attitude, 159
Problems
  in exercising leadership, 155
  resolving through conversation,
  66–68
Professionalism, 33–34, 165–166
Promises, making and keeping,
  102–103, 110
Questioning, 125. See also “Really?”
question
Rallying, in teamwork, 102–103
Reagan, Nancy, 77
Reagan, Ronald, 77
Reality, perception versus, 118, 129
“Really?” question, 42
Reasoning, negotiation and, 56–57,
  57–60
Reed, Willis, 6
Rehearsal, uses of, 164–165
Relationships
  through attending sports events, 143,
  144
  fear versus, 68
  success and, 54–55
Relaxation, activities for, 134
Reproduction, 135
Reputation, 169
Research, 122, 123–124
  on daily sports events, 141–142
Resilience, success and, 5
Responsibility/responsibilities, 31, 42
  in decision making, 169–170
  described in playbooks, 29–30
  in exercising leadership, 154–155
  teamwork and, 101
Rewards, risks and, 167–168
Riley, Pat, 53–54
INDEX

INDEX

Ripken, Cal, Jr., 36
Risks
  in basketball, 30
  described in playbooks, 29
  rewards and, 167–168
Roberts, Julia, 165
Robinson, Oscar, 102
Roethlisberger, Ben, 144
Role, in teamwork, 101
Role-players, 81
Romero, Judy, 104
Rookies, dealing with, 39
Rucker, Holcombe L., 50
Rucker Park, 4
  playing basketball in, 50–51, 52,
  65–66, 91, 161
Rundowns, 121
Sacrifice, teamwork and, 99–100
Sales managers, in building teams, 105
Sam & Dave, 119
Sanders, Deion, 55
Sarcasm, 42, 145
  criticism via, 68–69
Satisfaction
  from career, 9
  in teamwork, 110
Saturday Night Live, 33
Scenarios, creating using sports, 148
Scheduling one’s time, 130
Schoolwork, adult situations and,
  116
Scottsdale, Arizona, 88
Scouting reports, 121–122
Season tickets, 142
Selective hearing, 90–91
Self
  belief in, 170
  health of, 138
Self-assessment, 29
Self-awareness, in emotion control,
  Derek, 61
Self-confidence, 33, 84–87, 87–89, 133,
  159–161. See also Confidence
  sports and, 6
  success through, 5, 8, 11
Self-doubt
  controlling, 41
  overcoming, 69
Self-esteem, through exercise, 131
Self-improvement, 15, 89
  building teams and, 106
  through criticism, 68–71
  developing strategies for, 4
  success through, 7, 12
  teamwork and, 84–86
Selflessness, 88–89. See also
  Unselfishness
Self-starters, in building teams, 108
Self-visualization, 116
Senior management, teamwork and,
  103–104
Sharing, 15
  of information, 101
  through mentoring, teaching, and
  tutoring, 56
  Michael Jackson and, 49
  in teamwork, 98–99
Shetty, Shilpa, 120
Shortcomings, overcoming, 70
Shot sheets, 121
Shriver, Pam, 13
Sloppy dress, dealing with, 165–166
Social skills, in building teams,
  108–109, 110
Sound bites, 164–165
Spivey, Ron, 67, 81
Sports, 171. See also Athletic entries;
  Basketball
  audacity in, 167–168
  building loyalty in, 37–41
  as business, 4–5
  confidence through, 5, 21
  dress codes in, 33, 34
  film/video in, 115–116
  leadership in, 157
  love of, 45
  negotiation in, 56–57, 57–58
  playbooks in, 25
  preparation in, 113, 114
  scouting reports in, 121–122
  self-confidence and, 6, 21
sloppy dress in, 165–166
staying in shape for, 129
success in business and, 5–6, 7–9, 18–21
superstition in, 166–167
teamwork and, 37
Title IX and, 19–20, 21, 51
women in, 8, 13–15, 18–21
Sportscasting
preparation for, 115
rehearsal in, 164
Sports Center, 171
Sports conversations, as equalizer, 7–8
Sports events, attending, 143
Sports fans, importance of, 108
Sports Illustrated, 88
Sportsmanship, men’s versus women’s, 47–48
Sports statistics/numbers, 142
Sports talk, 141–149
in conversations, 143–146
glossary of, 143, 173–176
from morning headlines, 141–142, 149
participating in, 141
sports tickets and, 141, 142–143, 149
in storytelling, 146–148, 149
Springfield Fame, 67
Standards, holding to, 34
Stanley, Marianne, 99
Staples Center, 48
Statistics, sports, 142
Staying in shape. See Diet; Exercise; Health
Steadiness, 169
Steinberg, Mark, 170
Stern, David, 16
Storytelling, 113. See also Conversation
men’s versus women’s, 163–164
about sports, 146–148, 149
Strategy, in winning, 167, 170
Strengths
in building teams, 104, 106, 107
of opponents, 113, 114
Stress, managing, 133–134
Stuttgart, Germany, 114
Subjectivity, of opinions, 68–69
Success
assertiveness and, 163–164
athletic experience and, 3–4, 5–7, 7–9, 9–11
building teams and, 105–106
enjoyment of, 169
factors in, 3
fear of, 65–74
flexibility and, 12–15
image and, 33, 34
leadership and, 33
leadership style and, 32–35
love and, 34–35, 45–62
luck and, 3
negativism versus, 92–93
playbooks for, 25, 26
through preparation, 122, 156–157
through self-improvement, 12
self-visualization and, 116
sports knowledge in, 144
stress management and, 134
teamwork and, 9, 16–17, 97
this book and, 3, 4
time management and, 35–37
via determination, 79–84
visualizing, 92
Successful people, supporting, 17
Summitt, Pat Head, 37, 84, 99, 101
Super Bowl, 78
Super Bowl XLIV, 167–168
Superstition, in sports and business, 166–167
Support
from and for coworkers, 11
for successful people, 17
Synergy, via conversation, 66
Tact, 165
Taking care of oneself. See Health
Talent
business and, 118
making use of, 79
teamwork and, 97
Talking sports. See Sports talk
INDEX

Tardiness, 166. See also Time management

Teaching, 56
with dynamic business scenarios, 31–32
opportunities for, 17–18

Teammates, being good, 107–108

Teams
building, 104–109
favorite, 142
hiring, 38
preparing, 115–116

Team spirit, 162
encouraging, 102–103

Teamwork, 97–110
attitude and, 100–101
communication in, 89
compliments in, 89, 90
defined, 97, 103–104
exercising leadership and, 153–156
goals and, 100
importance of, 37
individuality and, 97–98
leadership and, 32–35
making and keeping promises in, 102–103, 110
mood and, 100
negotiation in, 56–60
playbooks and, 25–32
pleasure of, 110
professionalism and, 33
relationships and, 54–55
self-improvement and, 84–86
success and, 5, 9, 16–17
talent and, 97
among women, 98–99

Telephones, attachment/addiction to, 134

Television announcing, 164

Tennis
coaching championship, 77–78, 79
preparation in, 113–114
Tennyson, Alfred Lord, 73
Texas Rangers, 65

Thick skin, developing, 39–40
Thomas, Brad, 108–109

Thompson, Dean and Pat, 14

Tickets, to sports events, 141, 142–143, 149

Time management, 130. See also Tardiness
stress management and, 133–134
success and, 35–37

Time-Score-Possession approach, in basketball, 30

Title IX legal initiative, 18–21, 51

Toughness
through criticism, 68–71
mental, 46–48

Training
for basketball, 81
for championship basketball, 156
health and, 130–131
preparation and, 122
for success, 92

Trust
determination and, 83–84
earning, 13
fear of, 67–68
heroism and, 91–92
learning, 51
loyalty through, 39

Truth, 171

Tucker, Chris, 119

Tutoring, 56

Twitter, 124

“Two-minute drill,” 165

United States, Title IX and, 18–21.
See also American entries; National entries; U.S.A. National Basketball Team

United States Basketball League (USBL), 40, 67, 81

University Computing Company, 123

University of Tennessee, 84, 99

Unselfishness, teamwork and, 101.
See also Selflessness

U.S.A. National Basketball Team,
author’s tryouts for, 9–10, 80
INDEX

VanDerveer, Tara, 101
Veterans, young people versus, 41
Video, in sports, 115–116
Vision, 13
   success and, 5–6
Visual aids, 121
Visualization
   sports and, 147
   of success, 92
Walsh, Donnie, 160
Warmth, 82, 85
Washington, DC, 148
Weaknesses
   in building teams, 104, 106, 107
   scouting reports versus, 121–122
   using opponents’, 113, 114, 123–124
Weight gain
   menopause affecting, 137
   preventing, 129–130
Weight training, 131
Weintraub, Jerry, 119
West, Jerry, 53
Willpower, 34
Wilson, Tom, 104
Win factor, 169
Winning, 41, 170
Winning streaks, 168
Winters, Brian, 160
Women
   and acceptance, fairness, and trust, 67–68
   assertiveness among, 163–164
   basketball and, 16, 19, 102–103
   biases of, 160
   in business, 79, 158
   as consumers, 16–17
   conversations among, 66, 67
   daily sports events and, 141–142, 142–143
   empathy and intuition of, 54–55
   as employed by men, 160
favoritism among, 160–161
as leaders and managers, 40–41
leadership by, 155
menopause among, 136–137
men’s discomfort with, 60–61
menstrual synchrony among, 134–135
mental toughness and, 46–48
negotiating with, 56–57
playbooks and, 25–26
in sports, 4–5, 8, 13–15, 18–21
sportmanship of, 47–48
staying in shape, 129–130, 130–131
stress and, 133–134
teamwork among, 98–99, 100–101
Title IX and, 18–21, 51
in workforce, 16
Women’s Basketball League (WBL), 53
Women’s National Basketball
   Association (WNBA), 59–60,
   79–80, 81–82, 84, 101, 103,
   107, 160
Women’s National Invitational
   Tournament, 99
Women’s Sports Foundation, 47–48
Wood, Barbara, 71, 87, 88
Wooden, John, 37, 46
Woods, Tiger, 45, 83, 114–115, 170
Work, attitude toward, 79
Working out. See Exercise; Health
Workplace
   competition in, 7
   menopause affecting, 136–137
   Work quality, stress management and,
   133–134
   Wow factor, 169
   Wyly, Sam, 122–123
Xavier High School, 53
Youth, 161
   experience and, 41