

**Hunting**

## **Whale Tracking**

*Stalking Big Game*

- Scouting around for fresh leads
- Concentrating on a few prospects
  - Getting acquainted quickly
- Willing to pursue for a long time
- Focusing on scoring the deal

## **Fish Catching**

*Luring Small Fry*

- Knowing where potential leads hang out
- Drawing large numbers into the funnel
  - Encouraging them to swim deeper
  - Tempting them to take the bait
  - Focusing on optimizing the net

**Big**

**Small**

## **Horse Breeding**

*Pampering Big Beasts*

- Understanding individual quirks
- Building personal relationships
  - Adapting to specific wishes
- Concentrating on gradual growth
- Focusing on keeping each happy

## **Bee Keeping**

*Nurturing Small Contributors*

- Understanding common denominator
  - Building sense of belonging
  - Adapting to widely-held needs
- Concentrating on constant repetition
- Focusing on optimizing the nest

**Farming**