

## **EXCUSES FOR A CLOSED MIND**

1. We tried that before.
2. Our place is different.
3. It costs too much.
4. That's beyond our responsibility.
5. That's not my job.
6. We're all too busy to do that.
7. It's too radical a change.
8. We don't have the time.
9. Not enough help.
10. Let's make a research project of it first.
11. Not practical for operating people
12. The men\women will never buy it.
13. We've never done it before.
14. It's against agency policy.
15. We don't have the authority.
16. Let's get back to reality.
17. That's not our problem.
18. Why change it, it's still working O.K.
19. I don't like the idea.
20. You're right - but...
21. You're two years ahead of your time.
22. We're not ready for that.
23. We don't have the money, equipment, room, personnel.
24. It isn't in the budget.
25. Can't teach an old dog new tricks.
26. Good thought, but impractical.
27. Let's hold it in abeyance.
28. Let's give it more thought.
29. Top management would never go for it.
30. Let's put it in writing.
31. Not that again.
32. We'd lose money in the long run.
33. Where'd you dig that one up?
34. We did all right without it.
35. That's what we can expect from staff.
36. It's never been tried before.
37. Let's shelve it for the time being.
38. Let's form a committee.
39. I don't see the connection.
40. It won't work in our agency.
41. What you are really saying is...
42. Maybe that will work in your department, but not in mine.
43. Don't you think we should look into it further before we act?
44. Let's all sleep on it.
45. It can't be done.
46. It's too much trouble to change.
47. I know a fellow who tried it.
48. It's impossible.
49. We've always done it this way.
50. It's too late to take any action.

*This list was adapted from one developed by the  
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