



## Scientific Success Steps – Greater Outcomes (10-01 B)

### There is Science in Success!

Below are Five Areas of Science, Success, and Steps you can apply to bring greater outcomes in all you do in life!

#### **(10-1-006) Winners are Made**

Winners are not born – winners are made!

Successful people get where they are by following a strategic plan. Winners get ahead by learning what it takes. Winners develop a blueprint and follow it – like building a house from a blueprint.

*“Case study research on business executives reveals that 98 percent see their position as the result of plans and strategy and that more than half credit their use of a successful person as an example to help define that plan.”*

**Gordon (1998)**

#### **(10-1-007) Act**

People need to keep moving forward for their dreams to live. You need to do something every day to come closer to your dreams.

*“Those who do not feel they are taking steps toward their goals are five times more likely to give up and three times less likely to feel satisfied with their lives.”*

**Elliott (1999)**

#### **(10-1-008) Find Your Motivation Where You Can Get It**

Use what you really care about to make yourself enthusiastic about how things turn out.

*“When evaluated in national surveys against such crucial factors as intelligence, ability, and salary, level of motivation proves to be a more significant component in predicting career success. While level of motivation is highly correlated with success, importantly, the source of motivation varies greatly among individuals and is unrelated to success.”*

**Bashaw and Grant (1994)**

#### **(10-1-009) Seek the Tall Plateau**

Set your sights, not on reaching an ultimate moment that will quickly come and even more quickly go, but on reaching a level of achievement that is both satisfying and sustainable.



*“Studies of former Olympic athletes not surprisingly find that they are very capable and initiative-taking individuals. However, more than half of former Olympic athletes have trouble adapting to more traditional post-athletic careers because they cannot replicate the heights of success and recognition they once enjoyed in athletics.”*

**Sparkes (1998)**

***(10-1-010) What You Fear is What You Will Get***

Worrying about things going wrong increases the chances that they will go wrong.

In accepting that there will be success and failure, we are freed to achieve and spend time thinking about what we can do instead of what we cannot do.

*“In a survey of high-tech employees, those who spend ‘a lot’ of time worrying about their jobs are 17 percent less productive than workers who ‘seldom’ or ‘never’ worry about their job.”*

Verbeke and Bagozzi (two thousand)

**Apply these Scientific Success Steps for Your Greater Outcomes!**

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