



Scientific Success Steps – Greater Outcomes (10-01 H)

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!

(10-1-036) Not Trying is Failure

The fear of failure is powerful!

Nobody wants anyone else to know that they are not capable of doing something they tried to do.

Many people are motivated from this fear, so they constantly do things to prove others wrong. Others do nothing. The real thinking of many is “You can never fail if you do not bother to try.”

Not trying is the ultimate failure. It means you can never make progress towards your goals.

“When asked to describe significant regrets in their lives, more than eight out of ten people focused on actions they did not take rather than actions they did. In other words, they focused on things they failed to do rather than things they failed at doing.”

Ricourte (1999)

(10-1-037) Avoid Inconsistent Emotions

Everybody likes some excitement in his or her world.

Depths of feeling bad usually follow the heights of feeling good – the best way to live your life is with consistent emotions. This comes from feeding your mind and soul with daily truth, daily motivation, and daily meditation.

A successful life is not to be found in one exciting day but in a steady, productive, fulfilling career.

“Long-term studies of corporate leaders find that seven in ten of those who survive longest in their jobs downplay both the best and worst outcomes they experience and keep their feelings relatively steady. They have what psychologists call a ‘focus on an acceptable average,’ not on the extraordinary, which is useful because almost every day turns out to be more average than extraordinary.”

Ingram (1998)



(10-1-038) Get Input from Opposites

In life, there are starters and finishers.

There are big picture people and people that are great with details.

Some are tenacious in making sure a project gets done, while others are great at conceiving ideas.

When you involve people in your projects that are opposite of you, you benefit, and they benefit.

“Teams in the workplace composed of people with differing personalities are 14 percent more productive than teams composed of more compatible individuals.”

Fisher, Macrosson, and Wong (1998)

(10-1-039) Get Experience

Get experience any way you can!

“College students who served in internships were 15 percent more likely to find employment after graduation and 70 percent believed they were better prepared for the workplace because of their internship experience.”

Knouse, Tanner, and Harris (1999)

(10-1-040) Negotiating

When you negotiate with people, do it with confidence or not at all.

You will face many negotiations in your life, whether for a pay raise or the terms of your next car purchase.

What determines a successful negotiation from an unsuccessful one?

Skill plays a big part. So does the relative bargaining position.

If you lack confidence when you deal and work with people (negotiating) you will get the lesser portion.



“Lower self-worth translates into 37 percent less willingness to negotiate and use of 11 percent fewer negotiation strategies. Increased self-worth correlates with greater willingness to incur the risks of prolonged negotiation and greater adaptability. In short, the less confidence you have in yourself, the faster you will give up trying to get what you want.”

Greno-Malsch (1998)

Apply these Scientific Success Steps for Your Greater Outcomes!

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