



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

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!

(10-1-031) Write Down Directions

Many people write down and plan their vacations, organize their itineraries, and plot their routes. When it comes to their life plan, very few people give it a thought.

It is important when you are considering your life plan – the path of your life, your goals, and what you need to do to achieve them – to write them down!

Writing down your plans, goals, and ideas makes them more real for you. Every step you take to define what you want and what you need to do to get it increases the chances that you will pursue these goals and someday achieve them.

“People, who regularly keep a journal, or some kind of written record pertaining to their aspirations, are 32 percent more likely to feel like they are making progress in their lives.”

Howatt (1999)

(10-1-032) When You Get Knocked Down Get Back Up

So many situations in life seem out of our control!

Decisions are made that change our companies, our jobs, our lives – decisions we feel helpless to affect.

If you can accept some uncertainty and believe in yourself, there will always be alternatives available to you. You will always have a choice no matter what the situation.

“When layoffs are announced, everybody is disappointed. But some people are overcome with woe while others are thinking of the next step. Self-image and acceptance of risk accounted for more than half of the reaction of workers who faced significant change in the workplace and were more important than nature of the changes themselves.”

Judge, Thoresen, Pucik, and Welbourne (1999)



(10-1-033) *Balanced Sleep*

Sleep is a crucial factor in everyone's life. Unfortunately, this is the first thing to go when trying to find more time.

When sleep is sacrificed for extra time, your purpose, efficiency, and ability is sacrificed.

Make sure you get the needed sleep you need on a regular basis.

"Most Americans have been sleepy at their job, and two in five report making errors because of sleepiness. Inadequate sleep reduces innovative thinking by 60 percent and flexibility in decision making by 39 percent."

Harrison and Horne (1999)

(10-1-034) *Success is a Formula*

In real life, the main difference between people who achieve and people who do not is as exciting or mysterious, but it is as important.

It is simply conscientiousness. People who approach things with order, commonsense, consistency, and persistence will succeed.

"In a study of recent business school graduates, employee conscientiousness was five times more likely to predict supervisor satisfaction than was employee intelligence."

Fallon, Avis, Kudisch, Gornet, and Frost (two thousand)

(10-1-035) *Listening*

Not talking does not mean you are listening.

We think about what we have to say, how much to say, and how best to say it. We invest so much in talking that we sometimes treat the time when we are not talking as a rest break. Instead, active listening, investing ourselves in what others are saying, is the only way we can learn from others and adapt what we have to say to correspond to the other person's perspective.

"Good talkers tend not to be good listeners. Indeed, people who think of themselves as good talkers tend to rate themselves as extroverted, while good listener's rate themselves as introverted. Good listeners are 60 percent more likely to try to put themselves in the other person's place – trying to see things through their perspective."



Paul (1997)

Apply these Scientific Success Steps for Your Greater Outcomes!

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