



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

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!

Training 10-1

People Success Secrets

This training section has several secrets, known as real life success steps, which are conclusions from many scientists who have studied success in all walks of life.

Each success life secret (tip, truth, and step) is stated as a fact and a suggestion of how you can implement this in your life.

(10-1-001) Let Your Speech be Slow

It is not about the numbers of things you say, but what is understood. Good speakers master speaking more slowly than others.

“People rate speakers who speak more slowly as being 38 percent more knowledgeable than speakers who speak more quickly”

Peterson, Cannito, and Brown (1995)

(10-1-002) Do Things in Order

When you are pursuing goals, do them in order. You cannot skip steps to accomplish your goals quicker. Take your goals one at a time and enjoy the process as you move forward. If you do not, you will not move forward.

“Seven out of ten people who are satisfied with their careers express a keen sense of order – an appreciation for the distinct phases of a career and their progression to this point.”

Elliott (1999)

(10-1-003) Competence

How good are you at what you do? Do you have tests or periodic evaluations to measure your performance? Understanding where you are at, what you are good at, and what you are not good at is competence.



People who do not think they are good at what they do – who do not think they are capable of success or leadership – do not change their opinion even when they are presented with indicators of success. Instead, their self-doubts overrule evidence to the contrary.

Evaluate yourself on a regular basis – find out what you need to work on – as you work on yourself, you will begin to feel competent, which will make you competent!

“For most people studied, the first step toward improving their job performance had nothing to do with the job itself but instead with improving how they felt about themselves. In fact, for eight in ten people, self-image matters more in how they rate their job performance than does their actual job performance.”

Gribble (two thousand)

(10-1-004) Do Not be Average

Most people want you to be average – resist this at all costs! Do everything the best you can do them.

If you do succumb to being average, you risk your goals, your individuality, your unique ideas, and the potential of success locked inside of you.

“Psychologists have observed that unhealthy habits can spread through an office like a contagious disease. Employees tend to mirror the bad behaviors of their co-workers, with factors as diverse as low morale, poor working habits, and theft from the employer all rising based on the negative behavior peers.”

Greene (1999)

(10-1-005) Change is Not Easy, but It is Possible

We hear about the possibilities for wonderful changes people can make in their lives, and we want to duplicate those results. When we try and are not quickly rewarded, we wind up feeling worse than we did before we started.

Change is possible, but it takes time.

“Research on financial managers finds that 95 percent display a particular commitment to sectors in which they experienced their first success. Ultimately, this tendency leads to missed buying opportunities in other segments of the market and unrealistic enthusiasm for their chosen sector.”



Goltz (1999)

Apply these Scientific Success Steps for Your Greater Outcomes!

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