



## Why Do Business Development People Fail or Succeed? (7-15)

### What are Some Negative and Positive Personal Factors for Failure or Success?

#### Negative Personal Factors

- Negative attitude.
- Low self-confidence.
- Abrasive personality.
- Lacks enthusiasm.
- Lacks personal or professional goals.
- Poor self-discipline.
- Poor organizational skill.
- No respect for leadership.
- Desire for different type of work.
- No interest in self-improvement.
- Dishonest.
- Unacceptable personal appearance.
- Problems - family, friends, or coworkers.
- Addiction and substance abuse.
- Unstable personal life.

#### Positive Personal Factors

- Positive attitude.
- Optimistic personality.
- Collaborator – Good communicator.
- Ambitious.
- Purposeful – Learns new skills.
- Motivated for success.
- Well organized.
- Respects leadership and collaborators.
- Loves Job.
- Constantly strives to improve.
- Honest and ethical.
- Pays attention to personal grooming.
- Stable personal life.



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