

# Success can be found in all of us

With 2015 upon us the first thing we tend to do is set goals or New Year's resolutions for the year ahead. For the majority of us we look at our career first.



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Everyone has a deep-seated need to succeed in all areas of life, but in particular our career is something we work towards every day and often see the greatest success, in such a short space of time. For some, it takes longer than others, but, nonetheless, we are all on our own journey to success.

Neville De Lucia, New Business Development Director of Dale Carnegie Gauteng says there are universal principles everyone, no matter what career, can put in place to ensure they get to where they want to be.

"These three tips taken out of Dale Carnegie's book *How To Win Friends And Influence People*, may be obvious yet they also may not be the quick fix you're looking for, but like most things in life everything is an ongoing process."

## Become a friendlier person

When we think of ourselves more highly than what we are it raises the question of pride. When pride sets in we tend to criticise, condemn and complain more. Instead, be honest, give sincere appreciation and show genuine interest in others. People have more respect for others when they show sincere interest in their success. Remember people's names, especially those you work closely with and encourage them to talk about themselves, this immediately makes people feel important and you don't come across as being pretentious.

## Win people to your way of thinking

The only way to get the best of an argument is to avoid it. Not all discussions should turn into arguments and it can be avoided by showing respect for the other person's opinion. Never tell someone directly they are wrong, but if you are in the wrong, admit it quickly and emphatically. When winning people over to your way of thinking always approach them in a friendly manner and avoid being forceful. The trick is to get them to do all the talking and for them to feel like the idea is their own.

If that doesn't work try honestly and sincerely to see things from the other person's perspective; even if you don't agree with it be sympathetic, but try to appeal to their nobler motives. Challenge them, but in an approachable way, to get them to see your point of view and what will work best.

## Be a leader

Everyone has the potential to be a leader, but not everyone is a good leader. Being a good leader means showing praise and appreciation where necessary publicly, yet bringing attention to people's mistakes privately. You are far more

respected as a leader when you privately criticise someone and even bring attention to your own mistakes making others feel more human. Instead of giving someone direct orders when they have done something wrong, the correct thing to do is graciously to ask them questions directing them to the right plan of action.

Praise the slightest and biggest improvements. Encouragement, approval and praise are vital tools in the workplace as happy people are more likely to work harder and maintain a strong work ethic. Also the encourager is seen as a good leader and motivator.

"No matter what position you are in at work, if you show intuition and apply these simple steps to your everyday work life you are well on your way to success," explained De Lucia. "Things don't always happen overnight, but if you have patience and perseverance to follow through you can achieve a respectable work ethic, which will be noticed by your peers and superiors."

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