

Top 10 Tips for Job Success

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I've often been asked what the key to my "success" is. At the simplest level the answer to this is very easy – hard work! However, Success can also involve working with the right people and having the right motivation to succeed. One of my colleagues talks about having the "burn" and I have to agree. If you don't get some kind of high or buzz from what you do you then you are unlikely to make a complete success of your job. I think it's fair to say that success also involves a fair amount of luck, but as I never tire of saying, the harder I work the luckier I get!

So what are the characteristics and traits of successful people? Here is my own top 10 list based not only from my own personal experience but also watching others succeed. These are in no particular order.

Confidence: Successful people are confident, passionate and born optimists. They have an almost inherent belief that that they can do it (whatever 'it' happens to be). Sometimes, their confidence may even border on arrogance. They know they are good. Arrogance is often said to be the "dark side" of confidence.

Charisma: Successful people tend to be charismatic and have the almost innate ability to inspire other people. They flourish with strong teams about them and have considerable personal skills.

Vision: Successful people have a vision of what they are doing and where they are going. They constantly set both short-term and long-term goals for themselves and measure their success based on the achievement of those goals.

Dynamism: Successful people tend to be dynamic and energetic to the point where they probably need less sleep than other people.

"Obsession": Successful people are (in the nicest sense of the word) "obsessed" with their work. It is the most salient activity in their lives and becomes a total pre-occupation to the point that when they are not working they always have work somewhere on their mind.

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Motivation: Successful people are highly motivated and engage in their work because they want to and need to. Financial rewards are often secondary.

Ambition: Successful people are highly ambitious and they have a constant desire to change things around themselves. What they change is often down to their own personal choice. They will often challenge orthodoxy.

Speed: Successful people often seem in a hurry (literally and metaphorically) and have a strong yearning to change things at a pace that others may find unnaturally fast.

Manipulation: Successful people can be manipulative. This may not always be a negative thing but unconscious using and manipulation of other people can be the “dark side” of charisma.

Competition: Successful people find work demanding and they thrive on being competitive. Without others to measure themselves against they have no alternative but to set very high targets for themselves.