

Mintys

Čia dar šiek tiek iš Brian Tracy – 1. think long-term. 2. Put off buying decisions.

Dabar jau normaliai:

1. Žiūrėti, kad praeities sėkmė neužkirstų kelio ateities sėkmei. Išlaikyti norą keistis.
2. Ne „To Do“ list, bet „To Stop“ list. Žinoti kada sustoti, kad nepadarytum klaidos.

1. FEEDBACK

1. Make a list of people's casual remarks about you (visi 1 dienos komentarai apie mane)
2. Turn off the sound (neklausyti to, ką kalba žmonės, o žiūrėti į neverbaliką)
3. Complete the sentence (jei aš pasieksiu to ir to, tai... ir čia parašyti kažką apie save; turima omeny, jei pasikeisiu kažkaip)
4. Listen to your self-aggrandizing remarks (tai, apie ką labiausiai giries – dažniausiai rimčiausios tavo silpnybės) IR atvirksčiai.
5. Look homeward (klausk namiškių, ką jie apie tave galvoja).

2. APOLOGIZING

3. LISTENING

1. Listen.
2. Don't interrupt.
3. Don't finish other person's sentences.
4. Don't say „I know that“
5. Don't even agree with the other person (even if he praises you, just say, „Thank you“)
6. Don't use words „no“, „but“, „however“.
7. Don't be distracted.
- 8.
- a) show you're paying attention
- b) move the conversation forward
- c) require the other person to talk

9. Eliminate any striving to impress other person.

Gauni grįžtamąjį ryšį ir išsirenki, ką daugiausiai žmonės įvardino, kaip problemą. Tą ir bandai keisti.

Man padėjo pasiekti sėkmę:

- Užsispyrimas, atkaklumas
- Gebėjimas padaryti daugiau nei iš tavęs tikisi (ateiti į darbą anksčiau, sukurti kažką naujo)
- Pastovumas, nesiblaškyimas
- Gan lengvai priimu sprendimus ne itin atsakingose situacijose
- Galiu matyti abstrakčiai, turiu viziją, apibendrinu sudėtingus procesus
- Gerai planuoju veiklą

Man trukdė pasiekti didesnę sėkmę:

- Nesiklausymas kitų
- Egoizmas („laurų prisiėmimas“)
- Baimė priimti atsakingus sprendimus, abejonė
- Nesu labai kantrus
- Konfliktuoju, kitus vertinu stereotipiškai

Jei nori atsikratyti neigiamo įpročio – mokėk 10 lt kiekvieną kartą kai jį padarysi.

Citatos

I help them advertise their efforts to get better because you have to tell people you're trying to change; they won't notice it on their own.

That's the spirit underlying this book. It's aimed at anyone who wants to get better – at work, at home, or any other venue.

If we had a complete grip on reality, seeing every situation for exactly what it is, we wouldn't get out of bed in the morning.

When we do what we choose to do, we are committed. When we do what we have to do, we are compliant.

If you press people to identify the motives behind their self-interest it usually boils down to four items: money, power, status, and popularity.

The higher you go, the more your problems are behavioral. <...> The higher up you go in the organization, the more you need to make other people winners and not make it about winning yourself.

If you walk into examining room with a broken leg, the doctor doesn't pass judgment on how you broke your leg. He doesn't care if you broke your leg committing a crime or kicking the dog or tripping down the stairs or getting hit by a car. He only cares about fixing your leg.

There are three things that good listeners do: They think before they speak; they listen with respect; and they're always gauging their response by asking themselves, "Is it worth it?".

The more you subsume your desire to shine, the more you will shine in the other person's eyes.

The days when managers know how to do every job in the company better than anyone else are over.

Today the key to wealth is *knowledge*.

Imagine that you're 95 years old and ready to die. Before taking your last breath, you're given a great gift: The ability to travel back in time – the ability to talk to the person who is reading this page, the ability to help this person be a better professional and lead a better life.

The 95-year-old you understands what was really important and what wasn't, what mattered and what didn't. What advice would this "old you" have for the "you" who is reading this page?

"Follow your dreams". Older people who have tried to achieve their dreams are always happier with their lives. Figure out your true purpose in life, and go for it! This doesn't apply just to big dreams; it is also true for little dreams. Buy the sports car you always wanted, go to that exotic locale that's always held your fascination, learn how to play the piano or speak Italian. If some people think your vision of a well-lived life is a bit goofy or off-beat, who cares? It isn't their life. It's yours. Few of us will achieve all of our dreams. Some dreams will always elude us. So the key question is not, "Did I make all my dreams come true?" The key question is, "Did I try?".