

HOW'S YOUR ATTITUDE?



Are things going your way? Are you pleased with your job, and do you like the people with whom you work? If you're not happy, and you don't know why, take a look at your attitude.

Not that looking at your attitude will immediately change things for you, but at least, it may let you learn something about yourself. When you look at yourself, you may find the answer to your problem and realize that you need to do something about it.

How you feel about yourself is very important, maybe not to somebody else, but certainly to **you**. If you don't feel good about yourself, it's hard for you to feel good about other people.

And that may be your whole trouble.

If you think you are second-rate, you will act second-rate and be second-rate. You need to turn your thinking around by talking, acting, and living a different way. Feel that you are capable of being first-rate and demonstrate it to yourself and others by what you say and do.

Your thoughts determine what you are. Feeling good about yourself means that you have a good attitude. Leaders, people who have good jobs, and people who have gotten ahead have good attitudes. Some people might think it is because of their position. The truth is that they got their position because of their attitude.

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Attitude may be more important than ability over a period of time. Take the case of the fellow who decides to go into business for himself.

He doesn't have the experience except for what he may have learned from working for someone else. And he probably isn't an expert in dealing with other people. Yet, if he has the right attitude. . .you can be sure he's going to quickly learn, develop, and grow. . .and the odds are he'll make a go of it.

What about the person who doesn't want to go out on his own, who prefers to work for a company? Employers are continually looking for the person with a good attitude. They know that such a person will give the company a good day's work for a day's pay, and then some. They know that such a person will probably be a good influence on other employees. The person with a good attitude can be depended on.

People who are successes, who do outstanding jobs, and who seem to be lucky are the people who have good attitudes. They believe they can do what they set out to do, and they **know** that they will succeed. Because of this **knowing**, they get things done, reach the goals they have set for themselves, and often appear outstanding and exceptional.

Luck has little if anything to do with their success. They're really not any different from any other people except for one thing- - their attitude.

Successful people expect to succeed. Of course, they fail once in a while, but they don't give up. They simply pick themselves up, try again, and eventually succeed.

Thomas Edison tried 20,000 experiments in looking for a substitute for lead in the manufacture of storage batteries. All failed. But when he was asked if he was discouraged, his reply was that his efforts had not been wasted because he had found 20,000 things that wouldn't work.

There's no reason why anybody, including you, should give up easily when you're out to do something and it isn't working out. If you want it bad enough, you can work for it, and most of the time, you will get it.

A Good Attitude

So you've heard about a good attitude and how desirable it is. Just what is a good attitude?

- * A good attitude is seeing each day as an opportunity to get something done, to improve yourself, to be satisfied, to feel pride, and to appreciate other people.
- * A good attitude means filling your time with good thoughts without worries. To get the best out of a day, you must prevent past pains and failures from coming to mind and not be too concerned for the future.

- * A good attitude is being anxious to do better. It is having an optimistic, hopeful, and cheerful outlook. It's looking at the bright side of situations, looking for the good when everything seems to be bad. It means being cooperative and helpful.
- * A good attitude is a winning attitude, not willing to accept defeat, being ready to try again. Winners want to continue their ways. They're constantly trying to improve themselves so they can stay at the top of the heap.
- * A good attitude means using one's ability to the utmost. People say, "He could be a big success if only he'd stick with it. . . would try a little harder. . . would not waste so much time." Such a remark generally has a lot of truth in it because it's a fact that most of us don't put to use very much of our brainpower or manual skill.
- * A good attitude is to feel that most people will like you unless you give them good reason not to. To try to make everybody like you is just about impossible.

Getting It

All this talk about having a good attitude is fine, but how does someone go about getting it? Let' say you sincerely want to have a good attitude. What should you do?

You need to work on yourself. By that is meant, build a good attitude toward yourself. Like yourself. Feel that you are worthwhile, that you can succeed, that you can get the things you want, that you can and will be happy.

If we feel and think that we cannot do something, nine times out of ten, we will fail or be unable to do it. A sprinter gets "psyched" out of running a good race by the confident air of his opponent before the race starts. The swimmer who loses the race has talked himself out of winning it. The trouble is that it is too easy to have an attitude of failure, and that beats us before we start.

If you have a poor attitude toward other people, you probably have a poor attitude toward yourself. In some way, you are unhappy, dissatisfied, or frustrated.

And the more you feel this way, the more likely you will continue to do so, because that feeling will bring on more dissatisfaction and more unhappiness. Discontent breeds discontent.

Did you know that how you feel and what you're thinking show in your appearance? You might say that your attitude is mirrored to those who see and observe you. Very few people can conceal their attitude- - it shows up no matter how hard they try to cover up.

Suppose you say to me, "Well my attitude isn't so hot, I know, but it isn't hurting me. I'm still going OK."

Really? Stop kidding yourself.

A poor attitude often creates the belief that other people can be successful but we cannot. In the office, Betty may believe that Shelly can get out 15 more more letters in an afternoon while she could handle 10 at the most. John in the shop thinks that his buddy can turn out eight peices on the lathe in an hour while he would be lucky to get five. Unfortunately, people with poor attitudes tend to underrate themselves, to minimize what they're capable of doing. They overlook their potential and their ability all because of their attitude.

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Clement Stone points out that there is very little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it's positive or negative.

If you want something, why not decide that you can get it rather than feel that it is beyond your reach? If you truly work at it and put effort into it, most of the time, you'll get it.

Successful people expect to get what they want. Champions in sports expect to defend their titles successfully. Labor leaders expect to be re-elected. Film stars expect to get new contracts for leading parts. These people expect to succeed more often than they fail- - and that's the story of their lives.

If you want success, you must act as though you are already successful. If you want people to like you, you must like them. If you want people to treat you with respect, you must treat them with respect. But with all of these things, **you** must act first.

There are several explanations for why one person moves ahead of another on the job. The person that gets ahead usually accepts change, looks for opportunity, and shows enthusiasm. The successful person also respects time, welcomes responsibility, and tries to cooperate.

Have you noticed that all of these things are related to attitude? How you look at these things makes a big difference in deciding if you move ahead, stand still, or fall behind.

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Let's look at another side of a person's attitude. Attitude is how you expect other people to feel about you. For example, some people expect to be disliked. They go around doing things which displease and upset people, and they dare someone to oppose them. And as you might expect, this defiant attitude brings on what they're looking for. People treat us the way we expect them to.

Our attitude toward people determines their attitude toward us. Since our success or failure often depends on others, we should want to have people look favorably upon us. So our success comes back to how we act and feel toward others.

A poor attitude shows in disrespect. Making fun of people, being rude, criticizing, and belittling are the outward signs of a poor attitude. Such behavior never wins friends or gains help. People like to be treated as equals or better, and they'll think more of you for it.

What happens if a company employee has an attitude that the system is out to get him? Usually, he goes all out to get the system. The company or his boss becomes something for him to fight rather than to agree with. The boss, in turn, sees evidence of this attitude and reacts. Where equipment or a machine operated by the employee once has been designed to be foolproof, it is now designed to be tamperproof. The employee and the company are no longer cooperating in working for a common goal.

There are some people in this world who are looking and waiting for people to change their thinking toward them. They may feel their company owes them a lot more for what they do. They may feel that their bosses should treat them better. They may even think that other people are out to cheat them. None of these people are big enough to find out where their trouble really lies- - in their own poor attitudes.

If you get along well with other people on the job, if you willingly cooperate, and if you hold up your end in getting the work out, you should feel good about it. The success of organizations today seldom depends solely on the efforts of single individuals. Group efforts are needed, and they function best when everybody cooperates.

The person willing to cooperate usually will get it from others and be well liked besides. We always look favorably on those who make an effort on our behalf.

Discourtesies

There are three discourtesies to beware of in your personal relations with other people. They are: Being inattentive, being argumentative, and being familiar.

Being attentive requires concentration and may be hard to do if you are in a hurry or tired, but you can do it if you really want to be courteous. It is well worth the effort, since you make the other person feel important when you give him your full attention.

Being argumentative can often get you in trouble, especially if it results in losing your temper. If this occurs, emotion blocks out reasoning, and you may say things that you will regret later. The best way to avoid arguments is be understanding and sympathetic. Give your opinion, but don't persist if you get objections, until you have time to think over the other person's viewpoint.

Being familiar may not offend everyone, but it does bother many people. You can be friendly and helpful without being familiar. It is best to avoid personal questions and comments unless your relationship is of many years experience and you have developed a close friendship.

“How's **your** attitude? Do you feel it could be improved? Attitude determines the success or failure of a person on the job. It's a leading factor on how you get along with people. Whether you're enjoying yourself and whether you're happy also depend on your attitude. If all of these things aren't to your liking, decide now to do something about it. Begin with changing your attitude.

- Unknown