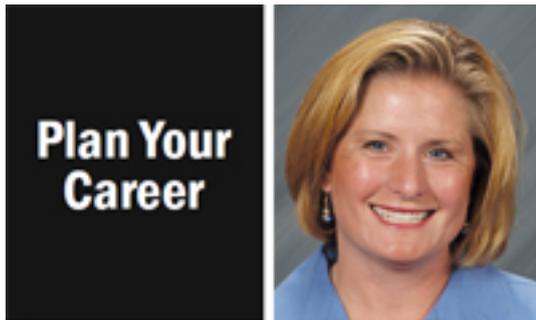


Success: What Do You Need to Achieve It?

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At a conference recently, corporate managers were asked, “What do you need to be successful?” The question behind the question was, “What does the company need to provide in order to help you help us be more profitable?” But it occurred to me that asking that question on a personal level can help people at every stage in a career to reach the goals and successes they desire. So, what do you need to be successful?

Do you have the right education? Education can be a high school diploma, an accounting certificate or a medical degree. But it can also refer to on-the-job training. Seek out mentors and managers at work who are willing to share their experiences and insights. Learn from others’ mistakes so you don’t risk repeating them yourself.

Do you have the right tools? Ask for the equipment you need to succeed. If faster internet or software training will help you achieve more, ask for it. Use the right safety equipment and keep your tools organized. Organization is a key component, actually, because having the right tools doesn’t help if you cannot access them when you need them.

Do you have the right soft skills? Understanding how to get along with others, when to speak and when to listen, how to send appropriate emails and when to pick up a phone or connect with someone in person... these skills develop as people mature in a career. By paying attention to the people around you, you will develop a better sense of what steps you need to take to achieve success.

Decide what success means to you and then create a living list of what you need to get there. Three columns: Education, Tools and Soft Skills. As you check these items off your list, you’ll find yourself moving from, “What do I need?” to “How did you do it?”

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