SUCCESS WALKS ON THE FOOTSTEPS OF HARDSHIPS TO REACH AT TARGET

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Abstract: Getting success in any field is not a matter of joke and not a child’s play. Success may in in-house or in out-house domain but it can come in smooth way or in zigzag way with lots of obstacles. Achieving the target in easy go success makes anyone happy but when it comes after crossing so many hurdles and obstacles in the way; it definitely makes a milestone which scatters fragrance throughout the lifespan. An eagerness or strong desire to achieve something, such as fame or power or the objective or goal desired. Many people want to achieve success in life, but it’s easier said than done. There are so many distractions which can be challenging to discipline one’s self to accomplish a monumental goal. By keeping the following advice in mind, however, you can dramatically increase your chances of becoming successful in whatever you choose to pursue. A goal is a desired result for a person or a system envisions, plans and commits to achieve a personal or organizational desired end-point in some sort of assumed development. Many people endeavor to reach goals within a finite time by setting deadlines. It is roughly similar to purpose or aim, the anticipated result which guides reaction, or an end, which is an object, either a physical object or an abstract object, that has intrinsic value. Failure is the state or condition of not meeting a desirable or intended objective and may be viewed as the opposite of success.

Keywords: Goal, Achievement, Target, Obstacle, Hardship, Winning, Motivation

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INTRODUCTION

Planning for Success

Imagine becoming successful: Einstein said the imagination is more important than knowledge. The more vividly and accurately you imagine your success, the easier it will be for the rest of yourself to follow through. The same way engineers first imagine a bridge and then build it, you can be the engineer of your success, too.

Dedicate a few minutes every day to imagining your success. Imagine yourself in a movie in which you are successful. What are you doing in the movie? What is your success like? Savor the feeling of your success and use it as motivation to stoke your fire. Cultivate a healthy motivation when imagining your success. Successful people all believe in themselves and their missions. At the same time, you do not want to alienate other people with extreme narcissism. Understand that other people want to be just as successful as you do; your goal should not be to trample over them to get what you want.

Figure-1: Tale of success

Find the purpose or goal of your life: Identify the things you love to do, the things that give you satisfaction. Once you identify what you love to do, use this information to find the purpose of your life or the objective of your life.¹

- Finding what you love to do will give you motivation along the way. Imagine being forced to do a triathlon when your true passion is chess. Pretty difficult, huh? Now imagine the opportunity to participate in a chess tournament. It's much, much easier to persistently chip away at your goal if your goal is something you enjoy doing.

- How do you figure out a purpose or goal in life? It's different for everyone, and for some it's difficult, but there are several ways you can try to figure it out:

- Talk with a career coach or visit a good psychologist.
• Try out several different careers, remembering that even a less-than-fuelling job can help you learn.

• Try making a career out of something you love. Whether it's brewing beer or advising on art, you're more likely to be successful doing something you know you love.

**Define the meaning of success as you see it:** You cannot have success if you do not know what it means for you. Everyone views success differently and using someone else's standard for success is like eating another person’s lunch and expecting to love it. Set clear goals and be realistic.

• How will you know when you have achieved your goals? Your standards should be quantifiable, or else you could spend your entire life chasing after a vague goal.

• For example, let's say you want to be good at your job. You get a promotion, you get a raise, but you still haven't reached your goal because you could always do better, right? You could always get promoted even further, or make even more money. Whatever you have will never be enough.

• Instead, create benchmarks: "My goal is to increase my productivity by 30% and only be late for work five times per year, at the most." These are quantifiable goals that when achieved, give you a sense of satisfaction and completion, making you feel successful and confident.

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**Figure-2: Success towards target**

**Selectively lower your confidence:** You read it right: *lower your confidence*. It's a truism in business that you need to have high self-confidence to get things done. But some people think, and for good reason that lower self-confidence make people more successful, for these reasons:

• Lower self-confidence makes you pay attention to critical feedback and helps you be more self-critical. If you're convinced you're God's gift to engineering, you probably won't be
receptive to feedback. Nor will you be able to criticize yourself effectively. Successful people do exactly that.

- Lower self-confidence makes you work harder and prepare more. If you're not convinced you're going to nail your presentation next Monday, you're likely to spend more time practicing and going over your numbers. This is a great habit.

- Lower self-confidence makes you less narcissistic. Less narcissistic people are respected more by co-workers, and happy co-workers make a more successful team. It's no secret that respect will make you successful.

Set a timeline for when you want to achieve your objective: If you don't know when you will achieve your objective by, then it's hard to know whether you have failed. Give yourself a timeline that is difficult but doable. Winning a Tour de France from scratch in two years is not reasonable, but booking a comedy gig in front of at least 20 paying customers probably is.

Identify the things/skills/material needed to achieve your objectives: If you want to be a famous speaker, for example, you need a broad vocabulary, subject knowledge, speech writing, voice clarity, and presentation skills. This is identifying short term objectives to achieve long term goals.

Be curious about life: Many successful people have an insatiable curiosity. If they don't understand how something works or don't know the answer to a question, they find out. Often, this takes them on a quest of self-discovery, one in which the journey is just as important as the destination.

Identify the skills you need to sharpen and the skills you can outsource: Outsourcing is all about time-management. You may think of yourself as a superman or superwoman, but there are limits to your powers. Outsourcing certain less essential tasks gives you more time to focus on the things that are absolutely essential to your craft.

- Use the last example as a template; to become a great speaker, you need to improve voice and presentation skills as these are the basic skills needed for a speaker. But if you are lacking speech writing or subject knowledge skills, you can try to outsource them to an expert. This is called working smart. Many great leaders don't write their own speeches; they focus on delivering it right.
Figure-3: Correlation between GOAL/VISION/MISSION after erasing mistake

Execution

**Execute your small objectives, focusing on your main objective:** Don't find reasons to procrastinate. Jump headfirst into the challenge and start chipping away. You never know what problems will present themselves before you step into the arena.

- Break your goal into small steps. Does the goal of starting a technology company seem impossibly unattainable? Break it down into smaller goals. Focus on streamlining your idea; then focus on getting funding; then move onto building a prototype, etc. If you have the vision to attack your goal piece by piece, it's easier and less daunting to execute.

**Stay away from distractions as much as possible:** Distractions are either the spice of life or the forbidden fruit, depending on your perspective. But let's be clear: it's almost impossible to be 100% focused on your task 100% of the time. Distractions are okay in low doses. But when your goals start taking a backseat to petty distractions, it's time to banish them.

**Surround yourself with other people who are successful:** When you're surrounded with people who are highly-driven, it's encouraging. You can bounce ideas off people, and they can even connect you with other people. Surrounding yourself with driven, successful people is a way to create a culture of success.

- Study successful people. Look around — who has the success that you envision for yourself? What are they doing? How do they approach life? Ask them for advice. Model some of your approaches around theirs, if possible. Knowledge is as free as it is powerful.

**Trust other people to do their job:** It's hard to be successful if you don't trust the people around you. You're constantly micro-managing everything, leaving you spread thin and the others miffed about you not giving them a chance. Being successful is partly about assembling an able team around you. If you can't trust others enough to let them do their job, you probably won't succeed at that.
• Trust in people because trust can be an incredibly motivating factor. If you trust in someone, they’ll want to do well because they want to reward your trust in them. This is a powerful motivator.

• Trust in people because you need to. As John Donne once wrote, "No man is an island." What he meant by this is that no man works alone, entirely independently, whoever much he thinks he does. We depend on other people, whether we like it or not. Placing trust in other people is a necessity, not an option.

Find a mentor: A mentor is someone, usually with a bit more experience than you, who knows the trade, offers advice, and helps you in your pursuit. Behind many successful people are mentors. Mentors get satisfaction out of knowing that their guidance has literally bred success.

• A mentor will help you:
  
  • Network. Networking is making connections with people who have connections. Contrary to popular belief, networking is mutually beneficial. You offer expertise, opinion, or opportunity to someone in exchange for something back.

  • Troubleshoot. Troubleshooting is learning about how to make ideas or applications even better. Your mentor can help you figure out what you need to change in order to make your idea(s) even better.

  • Strategize. A mentor will probably have more vision than you because s/he's been in the game longer, with more successes and failures. You can draw on their legacy of experience to strategize about their future.

![Figure-4: Group discussion for achieving target](image)

Gather as much information as you can: Listen. Study. Understand. Learn. Repeat. Humans are amazing creatures because we can look at the world, make intellectual connections, and use those connections to make our lives better (or potentially worse). This is what information
allows us to do. Never turn your "learning switch" off. You never know when your flash of insight will come!

**Look at what the numbers are telling you:** Did you ever have an idea about something but were afraid that the numbers (i.e. metrics) wouldn't back it up? That fear is normal, but it's a good idea to let the numbers give you guidance. Better to be wrong and adapt than to stubbornly insist you're doing it right when the numbers don't back that up.

- For example, in 2011, the CEO of Netflix, Reed Hastings, tried to convert the successful DVD-renting business into a streaming-only enterprise, provisionally called Qwikster. Hordes of Netflix devotees ended their subscription. Netflix's stock price dropped nearly 80% at one point.

- Instead of blindly continuing his vision for the company, Hastings reconsidered. He apologized for his actions, redoubled his efforts to focus on content, and temporarily shelved Qwikster. Hastings let the numbers — and the people — tell him what to do.

**Take calculated risks:** Step out of your comfort zone. Successful people think big and act big. Don't wait for opportunities to fall in your lap. Sniff them out. Successful people make big investments (in their careers, in their businesses, in their education) and all investments involve risk. Study your risks, make sure the odds are in your favor, and take a leap. Be bold. Three calculated risks to consider:

- Partner with a competitor. Whether you're a long distance runner or rolling out back-end solutions to technology giants, partnering with the competition may help you pool your resources, motivate you to work harder, and build new relationships.

- Lead, don't follow. Leading the way can be dangerous. You're taking on the headwinds literally, perhaps, or you're banking on an idea — like Facebook or Google — that someone has already tried before. Summon up the courage to do something different, if not different.

- Hit singles and doubles, not home runs. Of course, hitting a home run isn't a bad thing at all! It's just that you can't rely on them to win the game every single time. Try letting singles and doubles add up to the same value as home runs.

**Think first!** Is your risk a dangerous one? Will it be harmful in any way shape for form to you or anyone you care about? If your risky activity seems a little too dangerous it would be best to not attempt it.

**Plan it out:** Sometimes risks need more than just you. Doing risk in groups can make the activity much more enjoyable and could even give you ideas on what to do next!
Build up self confidence: Make yourself believe that you can do it.

Execute: Do it!

Evaluate: Think back on your risk and ask "Was it worth it?" More importantly, you should ask yourself "Would you do it again?"

Think and repeat: After just one risk, ask yourself if you could do another one. Keep going until there is nothing left you would like to try or do. This way, you will live your life to the fullest.

Figure 5: Staircase of grand success

- Planning may not always work if your risk is to do something spontaneous.

Warnings

- Always follow local laws. While stealing money from a bank is a risk, it is illegal and should not be done.

- Do not do anything extremely dangerous. Free falling from a high cliff is not a good risk to take.

- Do not do anything extremely irrational.

- Any risk carries various dangers

Solve Problems: People who are successful encourage progress by solving problems and answering questions. No matter where you are or what you’re doing, look around and try and think of ways you can contribute. What are people struggling with or complaining about? How can you make life easier for them in an effective way? Can you re-design or re-organize some aspect of the situation so things run more smoothly? Can you create a product or provide a service that fills a critical gap?

- Which problems are you motivated to solve?

- Social problems. Facebook reinvented the way we interact with one another. Can you think of a similar social problem that needs reinventing?
• **Technology problems.** Companies like Dell design smaller and more powerful computer processors that help our user experience line up with our expectations. Can you assist people do with technology what they already want to do?

• **Strategic problems.** Consultants like IBM help other companies and individuals become more productive, profitable, and prudent. Can you help someone else solve a strategic problem?

• **Interpersonal problems.** Psychologists and marriage counselors help other people navigate the complex web of personal relationships that make up our lives. Can you help people better get along with one another?

**Overview:** There are many ways to solve problems, and it will depend on your situation, your experience, your knowledge, your attitude, and your problem to determine the best approach.

• Your situation may be that you have a long term problem that will take time to resolve, such as a legal dispute or a personal issue. Your situation may be pressing, but not immediate. Such may be the case for solving a problem at work, or how to help your child get a better grade on next week's test. At the extremes, your situation may be dire, such as discovering your single-engine plane has just run out of gas, and a solution is needed immediately.

• Your experience comes into play for all the above.

• If you are an attorney, or a counselor, you will know how to navigate legal and personal issues through training and experience, and the best approaches to take solving those problems.

• If you are an educator, or even a parent who has an older child, you’ve already experienced the difficulties of test-taking, and will have the necessary skills to help your child succeed.

• If you're in serious, you will likely rely on gut instinct to solve your problem. As a pilot, you will have been trained on how react in an emergency.

![Figure-6: Race of success](image)
Divide and Conquer

**Use logic to arrive at a conclusion:** To solve virtually any problem, you can use a process of elimination—dividing the issue down until all you have left is the problem. There are four basic steps to this process:

1. Define the problem
2. Develop a plan
3. Implement the plan
4. Evaluate the results

Until there's an acceptable answer, you'll repeat steps 2 through 4 until that answer has been reached. We'll use a common problem to illustrate this scenario.

**Define the problem:** Your car won't start, there's nobody around, and the mechanics of automobiles is a complete mystery to you. It's a brand new car, so you are not familiar with it. Furthermore, you are going to be late for work if you don't get your car started, so it's up to you to figure out what the problem is. There are many issues there to deal with, but only one problem: your car won't start.

- When defining the problem, do not consider things that are extraneous matters, only what the actual problem is. You can consider the other issues later.

**Have a plan:** This is important to develop for solving any problem, and key for keeping the process on track and finding the solution in the shortest amount of time. For our example, the plan is straightforward—though maybe not simple—as a car is a fairly complex piece of machinery. The plan will be to break the issue down into smaller problems that are more easily solved, until we are left with the actual cause of the problem.

**Implement the plan:** We'll start with big, obvious yes/no questions. Knowing what the problem isn't is just as important as knowing what it is.

- Does the engine turn over when you engage the starter? If it does, then the battery is not the problem, and you've eliminated one major possibility. If it doesn't turn over, then we know the problem is probably electrical. For this example, we'll say it didn't turn over.

- We know now that the trouble likely lies somewhere along the electrical path, whether it be starter or battery or some other electrical issue.
Evaluate the results: What did you learn from the first test? Did it turn over a couple times, then slowed down and stop? Did it only make a clicking sound? If it did that, the problem would likely be a dead battery. For this example, though, what happened was neither the starter nor the engine made any sound at all, and didn’t even attempt to start. This could mean a totally dead battery, except for the fact that turning the key caused all the dash lights and the radio to come on, just like normal.

- Now we know that the battery seems to be OK, but something is still preventing the car from starting. So we know the problem is that power is not getting to the starter when you turn the key. That doesn’t help you get to work, though, so start again from step 2.

Develop the next plan: If you knew auto mechanics, you might look under the hood to see if all the parts were there. For this example, though, you wouldn’t know valve seal from a bivalve. Still, you look, see the engine is still inside, and nothing is obviously missing, so your next plan is to consult an expert—the owner’s manual.

Implement the plan: Since you’ve narrowed the problem down enough to know it’s not a dead battery or no gas, you look in the manual for where the problem actually is: starting the car.

- You note a large alert icon with text stating, “For safety reasons, you must step on the brake pedal to start your car.”

Evaluate the results based on this new knowledge: Did you press the brake pedal when you first attempted to start the car? If you did, then that’s not the issue. However, to make a long example bearable, let’s say you neglected to step on the brake pedal.4

Develop the next plan: It’s getting easier, isn’t it? Your next plan is to attempt to start the car with the brake pedal pressed down.

Implement the plan: Attempt to start the car with the brake engaged.
Evaluate the results: Did it start? Yes, it did! Your problem is solved, and you’re on your way to work.

- Had it not started, it might also be the point where you call in a real expert—your auto mechanic. However, because of your methodical and diligent attempts to solve the problem, you will be able to give him a very good idea of what's wrong, which will lessen the time it takes him to figure out what's wrong, which will lower your bill.

Brainstorming

- **Talk to people:** If your problem is not immediate, and you have time to gather together people who have skills or experience that relate to your problem, take advantage of having such smart friends. Let’s say you want to start a business, but don’t know how to proceed. **Get your people together around the table:** If you’re in a business setting, call a meeting. If it’s more informal and you’re calling on friends, invite them over for a social business meeting.

Define the problem: Yes, just like above, you cannot solve a problem until you first define it.

- The problem is you want to start a business, but don’t have the knowledge you need to do it successfully.

Make a plan: Talk to your team. Brainstorm—that is, listen to their ideas, discuss them, and build on them. Toss your ideas onto the table, and let people discuss them as well. Often times, you’ll find that everybody will have little pieces of an idea, but together you create a much more substantial plan to continue.

- The plan in our example will be for you develop the outline for the business plan. This gives you concrete steps to follow that will enable you to define your business and its goals, examine the competition, evaluate the market, and have a clear outline of what you want to accomplish.

![Figure-8: Planning for stepping at the door of success](image)

Implement the plan: Build the business plan from the ground up. It will take a while, and it will test the limits of your knowledge, but it will push you along the path to having a successful venture.
Evaluate the results: When you have created your business plan, gather your team again, and discuss what you have discovered. Brainstorm again, listening to and implementing what works, discarding what doesn't.

Repeat until you have fine-tuned your plan and you're ready to start your business: That problem has been solved, but there will be many more ahead!

Research

There are many approaches to problem solving: Perhaps one of the most key approaches to solving any problem is research. Whether reading the manual to find out why your car won't start, or poring over endless legal volumes on case history and precedent to find the best approach for that civil suit, research can play a vital role in problem solving.

Diligence

In closing, perhaps the best approach of all is to incorporate every approach you know, and don't give up until your problem is solved. There is a solution to every problem, even if that solution is difficult to accept. As the I Ching frequently states, "perseverance furthers."²⁵

Good luck!

Tips

- If you start feeling overwhelmed or frustrated, take a breather. Realize that every problem has a solution, but sometimes you're so wrapped up in it that you can't see anything but the problem.

- If you feel like you can't do anything, stop thinking about what you can't do and start thinking about what you can do. Even if it's something small or seems unimportant, that little step might just lead to another, bigger step.

- Attitude is the key. The more problems you solve the greater is your experience with problem solving. You can apply a solution from one area to another only by gaining experience. Be open to new problems.

- Keep in mind the role others can play in problem solving. Team work often plays a vital role in such issues. The threat of personal tension in such situations merely underscores the importance of promoting clarity and logic within the group.

- Be brave.
Consider problem solving books related specifically to your issue. Polya’s book "How to Solve It”, is an example of an excellent book for general problem solving.

Albert Einstein famously said "You cannot solve a problem with the same mind that created it." When you identify a problem, you might be emotionally charged, disappointed that the problem exists. The initial emotional reaction is normal, but how you express it is very important. Getting angry at others will usually put them into a defensive or withdrawn position, far less helpful for collaborative problem solving. Give yourself a moment to let the initial emotions calm down and then you'll be better able to evaluate and decide on how to proceed productively. Try to be calm and logical when approaching a problem, resolution ultimately lies in this approach.

Warnings

- Don't turn away from your problems. It will come back sooner or later and it will be more difficult to solve. Common sense can help to reduce the size of the problem.

- Naturally, common sense is vital to solving any problem. Do not follow any procedure that results in endangerment, unless such hazards are unavoidable.

Use technology, don’t let it use you: Technology can be incredibly powerful; it connects us with people around the world in the blink of an eye; it computes algorithms accurately and quickly; it makes mundane tasks, like data entry, easier and less painful. But technology can be a burden if you let it. It can sap your energy and productivity, leading to wasted opportunity. The beauty and the bane of the internet, specifically, is that TED Talks can turn into watching Ted the movie quicker than you can say "ADD."

Redoing

Be persistent: You're going to fail — that much is a given. What will define you is how you pick yourself up after you've fallen. Don't give up. If your first attempt didn't work, don't quit.

- Don't let failure define you. When asked about his 10,000 failed attempts to develop a storage battery, the prolific American inventor Thomas Edison responded: "I have not failed; I've just found 10,000 ways that won't work."

- Don’t make excuses. Don't rationalize your failure by placing the blame on someone or something else. Accept when something is your fault. This will help you identify what you need to change to get better. An excuse after failure is a refusal to make the situation better.
• Learn from your failures. Each failure is an opportunity to learn. If you make a mistake and refuse to learn, odds are you'll make that same mistake sometime down the line. If you make a mistake and learn from it, you won't waste your time making the same mistakes again.\(^6\)

**Accept that life is unfair:** It's a fact. You can moan about it and wish that it were different, or you can go out there and do something about it. So stop wasting time about the unfairness of it all and think how to use the situation for your benefit. Newton could have complained about the apple falling down the tree could hit his head. Instead, he identified the law of gravity and is now known as the father of physics.

**Remember that success does not guarantee happiness:** Success is equated with achieving a goal, but don't assume it will always bring happiness. Many people make the mistake that if they accomplish this or that, they'll be happier. Fulfillment and satisfaction have a lot more to do with **how** you approach life than with **what** you do in life. Keep that in perspective.

• Don't burn bridges along the way. A lot of life is about personal relationships, so don't forsake them. If you've invented a cheap, efficient way to make nuclear fission, but everyone dislikes you, you have no spouse, and no friends, will it be worth it?

• Value experiences over objects. Humans can be extraordinarily obsessed with money. It’s strange, too, because scientists think that experiences, with their memory, make us happier than objects we can buy with money. Focus on making great memories with great people along the way, and you should be happy.

**Remove fear and doubt from your way of thinking:** Focus on staying positive in every situation. You will be surprised how you’re effective you can be when your thoughts are guiding your actions, not the other way around. If you fail, don’t be fearful about starting over; be happy that you’ve been given a chance to be even more successful.

![Figure-9: Ambition to reach at target Tips](image)

• Not everyone will be happy for you and your success. Some people are insecure and jealous. Be prepared for them, and look past them until you find the people who are happy for you and who support you in all that you do.

*Available Online at www.ijprbs.com*
There is not any shortcut for success; it's just the result of preparation, hard working and learning from failure!

Trust yourself and believe in your abilities.

Always be humble. Too much pride will always be your downfall.

Success does not come through willpower alone, it takes consistency and determination. Doing something once won't make a huge difference; it's when you do that one thing many times over before you can achieve success.

The key to becoming successful is finding one thing that you love and mastering that one thing.

**Warnings**

Be polite and respectful. Remember, you don't have to mess with other people to become successful.

Pushing success on others usually backfires. Lead by example. If they see your accomplishments, they may start to wonder how they can do more of what you're doing.

Do not care too much about what is the other people's view. Just adhere to what you want to achieve.

**Goal accomplishment**

If you've ever joined a gym on January 2nd and attended religiously until January 4th, you know that persistence, while challenging, is necessary to achieve your goals. Whether you are trying to establish a new habit, shed an old one, or accomplish a larger project, it is one thing to set a goal, but quite another matter to follow through. This section explains how you can help yourself stick to it.

**Set a goal:** Be specific about what results you want to achieve. Be specific about the time frame in which you wish to achieve your goal or results. As well as setting a goal, make sure it is something you can reasonably accomplish.

Write down your goal someplace that you will see it regularly. This might be in a journal, on Post-It Notes, on a wall poster, etc.
Setting Goals

Start working toward your goals today: Ask yourself, "What can I do today to get one step ahead, however small, closer to achieving my goals?" Taking the first step is arguably the most important step. You'll establish some much-needed momentum. This will make quitting both personally disappointing and strategically harder. In the words of Eleanor Roosevelt, "Do one thing every day that scares you."

When you set goals, think about setting SMART goals: SMART is an acronym and mnemonic that provides a framework for thinking about goals. Educators and coaches like to use this framework because it forces us to sit down and really design our goals intelligently so that they’re ultimately easier to accomplish. SMART stands for:

S – Specific (or Significant).
M – Measurable (or Meaningful).
A – Attainable (or Action-Oriented).
R – Relevant (or Rewarding).
T – Time-bound (or Trackable).

In keeping with SMART, make sure your goal is specific and definable: A definable goal might be something like "I'd like to lose 20 pounds in three months" or "I'd like to win a Scrabble tournament." Specific, definable goals help you stay on track and let you know they’re feasible.

• An unspecific goal, like "I'd like to become a better human being" is so vague as to be practically useless. You could become a "better human being" by cleaning up the dishes or by solving world peace. See what we mean? Instead of thinking about really general goals, stay specific. After all, if you set yourself a goal of volunteering for Thanksgiving, there's a good chance you've become a better human being.

Make sure your goal is measurable: How will you know if your goal is accomplished? Will it be accomplished when you have a feeling, which can be unreliable, or will it be accomplished when a threshold is surpassed or a day takes place?

Ask yourself, "Is my goal attainable?": Is there an action involved in the goal? This step is less about making sure the goal is theoretically possible and more about making sure the goal is personally practical. Here's the difference between the two:
A theoretically possible goal could be getting to the moon. Yes, it's been done by a handful of humans, so it is technically possible. But how big are your chances of getting there? If it's your ultimate dream and you're an astronaut, maybe it's more in the realm of possibility. But for most of us, it's just not a practical goal.

A personally practical goal, instead of getting to the moon, would be to earn a paying job as an astronaut. Yes, it's very hard to be an astronaut and get paid for it, but it's a much more practical goal than getting to the moon.

Try to set a goal that is relevant or rewarding to you personally: Most people set goals that are inherently relevant to their personal needs and situations. People who are overlooked make goals to stand out. People who are overweight make goals to get trim. But every once in a while, people make goals that they aren't personally committed to, but which they think they should be. (Becoming a lawyer just because your dad is one.) Try not to do this.

One big regret people have at the end of their lives is not living true to their own ideal, focusing rather on others' expectations. Live a life true to yourself by setting goals that you actually care for.

Make sure your goal is time-bound: In other words, set yourself a deadline for meeting the goal. If you set yourself a deadline, your urgency increases monumentally. Without a deadline, you're just kind of along for the ride, paddling downstream, maddeningly unaware of where the finish line is.

Getting Started

Break down your goal into chunks or pieces: Setting attainable but ambitious goals is a great thing. Lots of people want to lose weight, stop procrastinating, write a book, fall in love, travel the world, and play guitar. But all of these goals are pretty daunting taken alone. To make the accomplishment of the goal much easier, try to break down the goal into more manageable chunks.

Losing weight, for example, can be broken down into chunks lots of different ways. You can have a weight loss goal that you set — say 15 pounds — and just set incremental goals for yourself — losing 5 pounds three times. You could even break down the different component parts of losing weight — eating healthy, exercising, and controlling cravings — and set a goal for each of those.

Brainstorm ideas: Are there different ways to reach your goal? Write everything down that you can think of in three minutes, no matter how silly or impossible it may seem. For example, you
could go to acting school, or maybe you could land a spot in a reality show that would get you started.

Visualize: Close your eyes and imagine yourself accomplishing your goals. Where are you? How did you get there? How do you feel? Do this often. Don’t get swayed easily with the noise and happenings going on outside. Put your attention on what you are trying to achieve. Remember the goal, and you will have control over the discomforts and difficulties. A good way to visualize is to practice self-hypnosis.

Read inspirational stories or quotes to help you get started: There’s nothing quite like a warm kick in the pants from someone who knows what they’re talking about. Reading about the struggles and successes of other people can be a huge motivator to get you going or a huge maintainer to keep morale high. Here is a couple for your pleasure as you continue to meet your goal:

- “It had long since come to my attention that people of accomplishment rarely sat back and let things happen to them. They went out and happened to things.” - Leonardo da Vinci

- “Nothing in the world can take the place of Persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan 'Press On' has solved and always will solve the problems of the human race.” - Calvin Coolidge

- “Nothing splendid was ever created in cold blood. Heat is required to forge anything. Every great accomplishment is the story of a flaming heart.” - Arnold Glasow

Ask for guidance: No one can tell you exactly what you should do to achieve your goal, but one of the best sources for guidelines is to ask those who have done what you hope to achieve. Learn from the experience of others without trying to imitate them.

- A good source of help might be a mentor. A mentor is someone, usually older and more experienced, who knows the ropes and gets excited about the idea of helping someone else out. (That someone else is you.) Find established professionals, friends of family, or even colleagues who might serve as mentors, or who could point you to someone who might serve as a mentor.

- If you’re trying to become a jazz musician, for example, seek out a more established trumpet player and ask to learn from him or her. If you’re thinking about becoming mayor, seek out past mayoral candidates — successful or otherwise — and try to learn from them. If you’re just
trying to come to terms with an abusive childhood, a psychologist can help you come to terms with some of your feelings.

**Seek help:** Find the information, skills and knowledge that you need from other people, books, and audio or video programs. Speed up your learning process by emulating what other successful people have done. You save time and get results faster.\(^7\)

**Be positive:** Always believe that you will achieve your goal. As soon as you stop believing, you have already failed.

**Accomplishing Your Goal**

**Draw on all your past achievements that are relevant to your goal:** No matter how small you perceive your achievements, list them anyway. It could be something small, such as joining a healthy eating mailing list, to coming home from work late, yet preparing a tasty nutritious meal for your family in under 30 minutes. Once you review your list, you will be amazed at how all those small achievements soon add up, and how much you are capable of doing.

**Leverage the power of small wins:** Bring to mind the small wins you have achieved in your life. Let them give you the feel and the motivation of a conqueror. Let these motivate you to set higher and hitherto unreachable goals, and the courage to achieve them. This will help you win many a battle in your life and ultimately the war.

**Learn from mistakes:** Making mistakes should be a subject at school to teach all children how to learn from them, instead of trying to avoid them. In the pursuit of a goal, you are likely to make some mistakes. Don't see them as bad or get angry. They are important to correct you and to lead you to success.

- In fact, make as many mistakes as you can, and then try not to make the same mistake twice. Nothing teaches a lesson like a big fat mistake, whether it's acting buffoonish in front of a cute girl, thinking you can run a marathon after a night of inspired drinking, or asking for your job back after the new one fell through. As long as you internalize the lessons of your mistakes, keeping them in your psyche as you trudge along like a soldier to the battlefield, you'll win ultimately.

**Celebrate benchmarks or milestones:** A benchmark is something you can use to measure your progress and know you're on track. For example, after you've been featured in the Entertainment section of the newspaper or appear as a guest on "Oprah," stop to smell the roses. Life is about the journey, not the destination, and how you get there is what's really important. Celebrating your successes will help keep you motivated and hungry as you continue to climb the crucible. Like breeds like, right?
Listen to your internal dialogue: What you are saying inside affects you physically, emotionally and mentally. Is your defense system inside trying to make you stick to your past, limiting beliefs and perceptions? Take over and challenge your inner critics. Monitor any excuses you might be making as they relate to your goal. For example, saying, "I don't finish work until 8 PM and won't have time to cook!" ends up being an excuse. You must recognize that if you are truly passionate about your goal, it is up to you to make time to accomplish it.

Be passionate: Striving toward a goal without passion is like a fire which slowly runs out of fuel to burn. Get excited; you don't always have to be in love what you are doing, especially if fulfilling the goal is a hassle and reaching the goal is the fun part. But you should always be able to pinpoint the underlying passion that drove you to start meeting the goal in the first place.

- Methodically check your behaviors against impassioned dreams developed as a child. Always share the child within amongst your potential peers. This empowers the Law of Attraction that shapes the dreams of the child into the creative force of the adult.

Revisit, evaluate, and if necessary, adjust your goals: Keep a written record of your goals in a place where you'll remember to read them every day. They'll change and adjust over time as your life does, so keep them up-to-date.

Make contingency plans: Never forget about the problems that might come up on the way, and prepare for them. Positive thinking is important, but preparedness is better than being shocked or devastated when obstacles appear.

- Know that some setbacks will naturally occur. Don't expect a truly smooth ride — life will always find a way to throw a wrench into your plans. How you respond to that wrench is what defines you.

Consider new opportunities and options that come your way: Sometimes, things have a way of unintentionally leading you exactly where you want to go. Say you're trying to lose weight, and find that you're actually really good at cooking healthy meals. Why not pursue being a chef, with the emphasis of teaching others how to cook quick and healthy meals?

Persevere: Now that you have the momentum going, don't let it stop! Some steps may seem less exciting than others seem, but make sure to stick to your plan until the end! Avoid distractions and stay focused. Imagine how meaningful your goal is going to be when you can safely say you've achieved it!

Tips
- Believe in yourself.
• Don’t listen to others trying to put you down, saying your goal is “impossible.” Ignore them, and continue to achieve your goal. Prove them wrong!

• Be true to yourself. Your goal won’t be nearly as sweet if you achieve it by doing things you’re not proud of.

• Don’t forget the words of Lao-Tze: "A journey of a thousand miles begins with a single step."

• Always stay in a good mood when finishing your goals (get your mind right and smile). Not that it’s the law but science has proven goals get finished 2 to 20 times faster when you’re in a good or great mood. Imagine any goal you want, getting finished 20 times faster! How easy is it to focus when you’re not in a good mood? Don’t get tricked into slowing down!

• Make sure you find community (for example Experience Project or a site dedicated to your specific goal). Other people with goals, whether or not they are similar to yours, can act as a great support system. Talk to them daily. If you can’t see people in the flesh, then try an online community like where people set goals and hold each other accountable.

• Put it in writing. Writing reinforces thoughts. Even if you are the only one to see what you’ve written, writing down your goals can give more power to your intentions.

Warnings

• Oftentimes, when people get good at accomplishing goals other people will try to sabotage them in some way. In psychology, it's summarized like this: “Dysfunctional people hate seeing healthy progression of character in others.” Don’t let these people get you down.

• Do not be tempted to squeeze a square peg into a round hole. If something doesn’t fit or it doesn’t feel right, try a different approach.

• Don’t share your goals with people who might wear you down. Instead find someone close to you or a coach who will play the devil’s advocate role - as learning to challenge yourself in new ways can help you to improve and get closer to your goals.

• Every coin has two sides. Don't be rigid in accepting or rejecting any advice.

• Things don't always work out as you had planned. Stick to your goals, but be flexible. Often, something will work itself out in a different way than you expected, but that doesn't necessarily make it bad. Keep an open mind.

Goal accomplishment
Break the goal down into smaller pieces: Smaller pieces are easier to manage and easier to accomplish, and they’ll give you a feeling of accomplishment sooner.

- Divide it by time. Tackle a task in 15-minute or one-hour pieces. If you're trying to change your habits, go for one day, then another.

- Divide the task itself into pieces. Sort so many files at a time, or clean so many square feet.

Do a little bit: Five minutes, three times per week is better than nothing, and it might not seem so difficult. Then, build up from there.

Learn what motivates you: Do you love the satisfaction of a job well done? See if you can improve upon your previous attempts. Do you enjoy the attention or praise of others? Plan to show off your work when you're done, or demonstrate it as you go.

Put a reminder somewhere prominent: Are you trying to save money to buy a house? Put a photo of your dream home on your bathroom mirror—or in front of your credit card.

Make it a habit: Do whatever it is every day, if possible. One tactic that can work is to connect it to a habit you already have. For example, if you already teeth each night before bed, that would be a good time to floss and wash your face, too. Water your plants when you bring in your mail or take out the dog. You can even pull a few weeds while you’re waiting for the hose to run.

Make it fun: Turn on the music or listen to an audio book if it’s a repetitive task, such as painting a room. Challenge yourself to finish a certain amount or to get through a certain amount of time. If anybody is working with you, make it a race. You could even toss in a small bet (a massage, a dinner) as a challenge and to give yourselves something to prove.

Go public: Ask a friend to accompany you, or simply to check in on your progress. You'll find it a lot harder to shirk your workout if you know somebody is coming to ask. There is even a website called StickK.com where you can "put a contract on yourself" online for all to see and if you fail to reach your goal, you owe money to a charity you chose as part of the deal.

Accept that life is unfair: It's a fact. You can moan about it and wish that it were different, or you can go out there and do something about it. So stop wasting time about the unfairness of it all and think how to use the situation for your benefit. Newton could have complained about the apple falling down the tree could hit his head. Instead, he identified the law of gravity and is now known as the father of physics.
Figure-10: Perfection in task with satisfaction

Remember that success does not guarantee happiness: Success is equated with achieving a goal, but don’t assume it will always bring happiness. Many people make the mistake that if they accomplish this or that, they’ll be happier. Fulfillment and satisfaction have a lot more to do with how you approach life than with what you do in life. Keep that in perspective.

- Don’t burn bridges along the way. A lot of life is about personal relationships, so don’t forsake them. If you’ve invented a cheap, efficient way to make nuclear fission, but everyone dislikes you, you have no spouse, and no friends, will it be worth it?

- Value experiences over objects. Humans can be extraordinarily obsessed with money. It’s strange, too, because scientists think that experiences, with their memory, make us happier than objects we can buy with money. Focus on making great memories with great people along the way, and you should be happy.

Keep score: Write your progress in a journal or calendar. You could simply mark each day that you did (or didn’t) do something, or you could write in something to measure: how far you went, or how fast, how many items you finished, or how much time you spent.

Take breaks: While it may feel noble to struggle on and not rest, this isn’t a sensible option. You and your body need periods of rest to regroup and re-energize. In particular, your subconscious continues to work through problems during a break, so it’s important to give yourself this space. Rest is vital to maintaining persistence.

Reward yourself for persisting: Rewards make it more likely that you’ll persist with reaching your goal because many big goals can take months or even years to achieve. The longer the time it takes to achieve the goal, the more you risk losing motivation. To avoid this, small frequent rewards can keep you energized and focused. Make a list of rewards you’ll give yourself after certain achievements, such as a small reward for a day’s solid work and a large reward for a month’s solid work toward the goal.

- Plan small rewards. Add a sticker to your collection, a star to your calendar, or a feather to your cap for each section of the task you complete. Go to the movies or spend a night at the theater with friends.
Plan big rewards: Rewards that involve more cost or planning can be included as less frequent but vital injections of inspiration. For example, plan to upgrade your musical instrument when you achieve some specific level of proficiency; if you're learning a language, plan to take a trip somewhere to practice it.

Make the rewards relevant and suited to your goal. If you're starting a garden, get a new plant for each section of soil you prepare. Likewise, if you're starting a workout program, don't reward yourself with food. Try a warm bath, instead.

Only allow yourself the reward when you hit the target. Rewards lose their power if you indulge them without the achievement of a milestone toward your goal.

Get started: Even if you don't think you can do much right away, you'll soon know what needs work and what questions to ask. You may find that your goal was easier to achieve than you thought. Besides, you can never finish what you never begin.

Create a to-do list: Yes, make yourself an old fashioned to-do list with check boxes and everything. List everything, big and small, that you have to do for your entire day; break big activities into smaller bits if necessary. Then, as you work through your day check off each of the items on your list. You will feel a growing sense of pride as you visually monitor your ever-diminishing list of projects.

- Focus your list on including the things you typically put off, not the things you are sure to do on a regular basis.

- If necessary, set time-frames for your items to be done by. For example, list “take the dog for a walk by 12:30” rather than simply “walk the dog.”

- Reevaluate your list halfway through your day to rank your items based on highest priority. Then, tackle the most important ones before looking back at the smaller things to do.
• Keep a notebook by hand before you start your workday. Write every thought down that comes up during work. Every single to do or things you want to do at that specific moment. Don’t do it, put it on a list and do it later. This prevents you from getting into the "procrastination zone".

Finish the hard stuff: When you have a looming project that’s bogging you down and making you unproductive in other areas, tackle it first. Finishing the largest item on your list of things to do will make you feel extra productive and give you the boost to do other things you've been pushing to the side.

• If your “big project” is something that can’t be done in one sitting, make a list of small parts of it that you can accomplish today. Don’t worry about completing the entire thing, but take steps now so that doing so in the future is a breeze.

• Make an ultimate to-do list for this single project, and have it placed somewhere you will see it on a regular basis. As you mark things off you will be motivated to continue doing so, and seeing it on a regular basis will remind you that your project needs to be done.

![Multiple approaches of Ambition + Vision + Execution + Determination for Success](image)

**Figure-12: Multiple approaches of Ambition + Vision + Execution + Determination for Success**

**Do two-minute tasks:** Whenever you are presented with something that you don’t want to do or would consider putting off, ask yourself “will this take me less than two minutes to finish?” For many of us, this includes small chores like taking out the trash or pulling a few weeds, but can include simple tasks in all areas of life. Anything that you want to put off but takes two minutes to do - do it. Simply force yourself to use the next 120 seconds to be productive and do the duty you normally would push off for hours or days.

**Create timed work frenzy:** If you find yourself being pulled off into the depths of daydreams, set a period of time to do nothing but work. Take ten minutes and remove all distractions - your phone, magazines, or thoughts of your attractive love - and go into a working frenzy. Force yourself to work productively for ten minutes, and then go back to whatever it was you were
doing. Chances are, you'll get into a groove and keep working at a high pace even when your frenzy times out.

**Give yourself a break:** If you can't seem to focus and are working half-heartedly at your tasks, give yourself a brief break. Set a timer for ten minutes, and take a nap, read a book, or call your friend. Do whatever it is you've been daydreaming about so that the temptation is removed once you get back to work. Just be sure to follow through with your deadline rather than ignoring it when you alarm finally goes off.

**Remove your distractions:** Although it may seem like calling your mom or finishing up the next chapter in your book are things you must accomplish in the near future, they're probably just distracting you from getting your work done. Put on some noise-cancelling headphones, turn off your phone, and hide your temptations (books, your guitar, cleaning, whatever it may be).

- If you have a problem with internet surfing while you're working on your computer, try using a specialized computer app that limits your internet use. Rescue Time is an app that blocks off certain (or all) websites for a particular amount of time that you set, and can only be voided if your computer is turned off. You can download it for free online.

- If your problem is focusing on writing a big essay or work report, try using the Omm-Writer program. This is a word processing program that completely blocks out your screen (including the taskbar at the bottom) and plays soft instrumental music or white noise to help you concentrate. You can download the most basic version for free online.

**Figure-13: Perfection to achieve the goal**

**Don't be a perfectionist:** If you're waiting for the perfect time, the perfect supplies, or you won't stop until you've "perfected" your project, you're putting off completing your task. Avoid this "perfect" thinking by considering quantity over quality. If your project doesn't require perfection but you're still focused on it, stop and move on to your next task. When you've finished everything, you can backtrack and finish perfecting your original task.
Motivate yourself: Many people claim the reason they procrastinate is because they work best under pressure. So what do you do if your projects don’t have any deadlines? Make your own. Set a time that you must complete your project by, and either reward yourself at the end of that time or set up a punishment for yourself if you aren’t successful in your endeavor.

- Positive reinforcement is the most effective means of motivating yourself. Give yourself a treat to look forward to as a reward for buckling down on your to-do list; go see a movie, eat a chocolate bar, go out with a friend, whatever it is that will motivate you.

- Try using negative reinforcement - taking away something bad - as a motivator. For example, promise yourself that if you finish your essay by Friday night you won’t have to run your errands, do your chores, or whatever it is that you don’t want to do.

- If reinforcement isn’t working for you, use punishment as a motivator. Use negative punishment - taking away something good - to try and work harder. Don’t let yourself take that nap, eat your dinner, or finish your favorite book until your tasks have been done.

- For the most severe examples of procrastination, put your money on the line. Give someone you trust a certain amount of money, $50 for example, and tell them to spend it on themselves if you don’t finish your project by a certain time. This way, you have to work in order to keep your hard-earned money in your own pocket.

Get an accomplice: If you can’t seem to work on your own, find a friend or family member to help you work. Have them encourage you to stay on task and help you when you need it. Telling someone about what you need to do will motivate you to finish your project, because if you don’t you will have to suffer the embarrassment of admitting it to them.

- Set up a few hours of time where you go around and accomplish all your projects with a friend. This way, you will have someone with you while you work to keep you focused and on track.

- Schedule “check-ins” with your friend where they call to see where you’re at. These can be deadlines for certain tasks, at which point you will either be praised or chastised by your friend based on your progress report.

Focus on the end goal: It’s easy to see only the giant list of things to do, rather than the anxiety-free feeling of accomplishment at having finished them. As you work, focus on all the free time, relaxation, money, whatever it may be that you get when you finish. This will help you to stay on task and work towards your goal.

Tips
• Think of the consequences if you don't complete your projects.

• Use the "pomodoro technique" to prevent procrastination. This is one of the best ways to get into flow.

• Keep track of your project completion over time, so that you can look back and see all the work you've managed to finish. You will be amazed at what you are able to accomplish when you simply put your mind to it!

• Make a priorities list. At school, if you have multiple assignments and two are due the next day, do those first. If you finish, move on to the next assignments chronologically in order of when they are due.

• Avoid your phone. Do not go on your phone to text, call, etc.

• When you are working or studying behind a computer, do your most important task first. Don't begin your day by reading a web page or surfing the internet. Tackle your most important thing first!

• Avoid saying yes. Don't start taking on too many tasks at once. Be sure you really have the time. Don't work on a project if you're tired, in a distracting location or not thinking ahead.

• Wear a ticking watch, so it reminds you of time going by.

Warnings

See a specialist if your procrastination is interfering with a productive, healthy life.

Figure-14: Hardship

Remove fear and doubt from your way of thinking: Focus on staying positive in every situation. You will be surprised how your effective you can be when your thoughts are guiding your
actions, not the other way around. If you fail, don't be fearful about starting over; be happy that you've been given a chance to be even more successful.

**Persisting beyond failure**

Failure is often used as an excuse or reason to not pursue a goal or to give up easily. Yet, failure is a source of impetus when viewed constructively and it is not something to be afraid of.

**Accept that failure happens:** The most successful people in life have all failed. The difference between them and people who live in fear of failure is that successful people face the failure, learn from it and use it to spur their next attempt. They persist because they know that failure is simply part of achievement. For yourself, learning to perceive failure as a natural part of the road to success is the key to thriving. Ask yourself:

- What is my attitude to failure? Am I avoiding it by never persisting at anything? Am I scared of failing?

Am I using a fear of failure to avoid being persistent in my current goals and actions? Is my success rate reflecting this?

Avoid quitting at the first sign of difficulty. This is so commonplace that a failure to persist turns into self-confirmation that not trying was the best option, which then turns into folklore and hearsay about the pointlessness of trying. Anything worth doing or achieving is going to encounter hurdles and difficulties. Treat that as a given and treat the challenges as something that will test your mettle and shape you for the better, making you stronger, more astute and more compassionate. If at first you don't succeed, try it again and again. If you don't get the job of your dreams or the publisher for your novel at the first, second or third attempts, make many more attempts. Too many people think that the first few rejections mean that it's never going to happen. This is a self-limiting and baseless assumption; provided that you know your strategy or goal is right, it is simply a case of not repeating it enough times. Remember that there are a lot of people and a lot of opportunities in the world—you can't possibly hope to pitch your own wishes and goals at the right people first off every time!

**Figure-15: Heights of success**

Available Online at www.ijprbs.com
Examine the reasons that might be leading to failure: This leads on as a second prong from the previous step; once you've already tried to persist at length with your original strategy but you find you're continuing to get rejections or hitting road bumps constantly, you may need to tweak your approach. As Rita Mae Brown once said: "Insanity is doing the same thing over and over again, but expecting different results". Perhaps your blog writing isn't as exciting as it could be so the readers just aren't amassing as hoped; perhaps your resume isn't really showing you in your best light so you're not getting the interviews; perhaps your interview technique needs polishing with the help of a professional interview expert because you're not getting the job offers; or perhaps your business marketing needs a more innovative approach because that great product or service you're offering just isn't getting noticed.

- Stop and assess the things you're doing to reach your goal; it is often not the goal at fault but the methodology or fine details that haven't been adequately clarified or tailored to help reach the goal.

- Don't ever be afraid of constructive criticism on how to do things better—your own honest assessment and that of people you trust and even that of your competitors can give you a lot of information about how to improve your approach toward a goal. Listen carefully and learn from the things criticism tells you.

Learn to give up with grace: There is a common phrase that states "never give in". What this really means is "never give in easily"; it means that you give it all you've got and give it one more try and then reassess the approach or even the goal. The phrase "never give in" doesn't mean be a stubborn fool. If the facts tell you that letting go of a goal or desire that has since proven untenable or unrealistic despite your efforts, then be sensible about rerouting your energies. Be graceful in defeat, for you have just learned what doesn't work and isn't worth persisting with but you can now try new ways to achieve your goals.

See the end result in your mind's eye: When the going gets tough and you just want to drop it all, restore your sense of purpose by remembering your vision. Visualize the end result you want to achieve, with yourself in this vision. Make sure that this is an exciting vision, something that inspires and uplifts you. Wallow in the exciting vision instead of a picture of bleak doom. You deserve the vision's outcome, so keep reminding yourself of that as you put in the effort to achieve it. 

Being persistent when refusing or requesting something: Persistence plays an important role in your personal interactions. Whenever you make a request or a refusal, the art of persistence can help you to assert your needs and to make it clear what you will or will not do for others, as well as not giving up on seeking to persuade someone when their agreement to your request really matters.
Figure-16: Success Tree
Be persistent in what you say so that other people truly understand your meaning and know that you mean it: Persistence can also be viewed as an assertiveness technique, one aimed at ensuring that you're properly understood by another person and one that makes it clear that you don't give your ground on something without making a conscious choice to do so. If you're the type of person to barely whisper what you want or don't want from other people or you're easily trapped and lead off in other directions when trying to explain what you want or don't want from someone else, then you will be helped a great deal by learning to be persistent in interactions with other people.

- Persistence in making requests and refusals enables people to know what you want, clearly and without any embellishment.

- Persistence enables you to stand up for yourself when people attempt to waylay, dissuade or redirect your wants to be more consistent with their own preferences. Whether or not you succeed in getting the response you're seeking does not matter; it is how you approached it that will be remembered by others.

**Learn the "broken record" technique:** This is a common technique used in assertiveness training, to help you stick to your initial message and to have it to return to when the person you’re interacting with keeps trying to redirect you elsewhere. Basically, this technique consists of making a continuous, clear statement about your feeling, intention or decision without becoming angry, defensive or irritated, no matter how much you have to repeat yourself.

- Learn to state a clear and reasonable refusal or request repeatedly. Do this by being definite to begin with (I don't want this or I do want that).

Proceed to recognizing any attempts by the other party to question you, sidetrack you, or cause you to feel guilty. These are all attempts to break your persistence.

Avoid getting angry or being malicious. This is simply about repeatedly making it clear what your preferences are. Hence, the "broken record".

**Avoid a feeling that you've "backed down" by adopting a "workable compromise":** On less common occasions, you may find that a compromise will work but you only if it doesn't cause you to feel that you've given in or being used. In this case, accept the need for a compromise as part of your assertive approach, listen carefully to what the other person is asking and formulate questions based on what they've said to ask them how much they're willing to compromise. In your case, only offer what you can without feeling resentful or used up.

- An example of a workable compromise: Bill has asked Jenny if he can borrow her car tonight. Jenny has already told Bill that since he dented it, she is no longer happy to loan it to him. Bill
gets very worked up and says that he promises to take good care of it and will even fill it up before returning it. Jenny can see this as a bribe of sorts but she is also concerned that Bill won't have access to public transportation after midnight and therefore might get into trouble trying to come home. She is personally happy to collect Bill because she will be out with friends in the same area that night. Therefore, Jenny might ask Bill if he is happy for her to collect him, on the understanding that she won't ever lend him the car again but that since she will be in the area after midnight, she is very happy to help him get home again. Bill smiles, says yes and they both get a warm glow inside. In this situation, Jenny might also make it clear that this is a one-off win-win and that Bill will need to investigate his own options for all future situations.

**Focus always on restating your request or your refusal:** This means only answering questions that are relevant and not being lead into answering questions that have little or nothing to do with the matter but then are used by the other person to launch into distracting you from what you've asked for or refused. When making your request or refusal, be careful of the following:

- Always make eye contact. This shows that you mean business. This is as important with asking the kids to go to bed on time as it is when asking the boss for a raise.

Avoid beginning with an apology unless it's absolutely necessary. An apology usually is a way to self-efface and it gives too much leverage to the recipient who realizes that maybe you can be talked out of your refusal or request because of guilt, uncertainty or fear.

Always be specific. State with clarity the exact thing that you want done/to happen/to change, etc. or what it is that you're refusing to do/lend/give, etc.

Remain calm, polite and positive. Do not get angry, volatile or difficult. Do not sulk. In particular, never threaten or exaggerate.

**Be reasonable when you're seeking to be persistent:** In the case of both a request or a refusal, a compromise may be appropriate. In the case of a request, the other person has a right to refuse. Ultimately, persistence is knowing that you have tried your best, stood up for yourself and not being sidestepped or angered. Even where you don't get what it is that you wanted, you have gone about being persistent in a way that earns respect and keeps your dignity completely intact.

![Figure-17: Self-confidence is the wealth to cross the challenge](image-url)
Tips

- Learn to cope with setbacks. Especially, don't give up on the whole thing because of one problem or error. If you didn't succeed on Monday, try again on Tuesday.

- Dream big. Most of us will never compete in the Olympics, become the CEO of a large company, or earn a Nobel Peace Prize, but we can still admire and emulate those who do. Who is your role model? By copying the strategies of a role model, you're likely to get similar results. It could even be the strategy of your competitors! Get advice from people who have made things work out the way you want them to work out and start thinking the same way.

- Part of following through on your promises is not making unrealistic promises, in the first place. If something is genuinely beyond your ability or your means, saying no or reaching a compromise may be better in the long run.

- Never be afraid to reach out to others for help. This isn't about leaning on people--it's about relying on their support, listening to their advice, working with them as a sounding board and letting them guide you from time to time. Even if you don't have friends or family who can fulfill this role, there are people who can, such as therapists, life coaches and career counselors. Build your team of "trusted advisers" to help you reach your goal, just as many successful people have done, from Alexander the Great to Oprah Winfrey.

- Always put your health at the forefront of your life. Without good health, you risk being afraid, negative and rundown all the time, none of which will help your persistence. Exercise daily, eat nutritious food and get plenty of sleep.

- Don't let breaks become permanent. Sometimes, a rest is the best thing you can do for your goal, but resting indefinitely is sure to derail it completely.

Warnings

- Heed the warnings of others in your field or endeavor. By doing so, you will avoid making the same mistakes and make persisting even easier.

- If you find yourself constantly banging your head against a brick wall, it's time to reassess what you're doing. Be intelligent about achieving goals through persistence.

- Don't treat persistence as an end in itself. Not only does that risk turning you into a very stubborn person (which is not the definition of persistence) but it will tend to make you annoying when you keep pestering. A stubborn person is incapable of knowing when to let go of a goal that no longer serves a sound or helpful purpose, thereby reinforcing failure. Being "dogged" in the face of facts telling you to ease up is not the same as being constructively
persistent. On the other hand, a persistent person knows that he or she is right based on sound reasons and assessment of the situation, constantly revising the goal as needed to ensure the goal is still worthwhile and continuing with effort to bring it within sight.

![Figure-18: Hip Hip Hurrey!](image)

**Conclusion:** Success is the favourable or prosperous termination of attempts or endeavors; the accomplishment of one's goals which is obtained by the attainment of wealth, position, honors, or the like for the performance or achievement that is marked by success, as by the attainment of honors. A person or thing that has had success, as measured by attainment of goals, wealth, etc. Career describes an individuals' journey through learning, work and other aspects of life. There are a number of ways to define a career and the term is used in a variety of ways. A profession has been defined as: "a special type of occupation...(possessing) corporate solidarity...prolonged specialized training in a body of abstract knowledge, and a collectivity or service orientation...a vocational sub-culture which comprises implicit codes of behaviour, generates an esprit de corps among members of the same profession, and ensures them certain occupational advantages...(also) bureaucratic structures and monopolistic privileges to perform certain types of work...professional literature, legislation, etc.

**REFERENCES:**


