



DPSCS, PROFESSIONAL DEVELOPMENT & TRAINING DIVISION CAREER BRIEF #10

Positive Attitude

You may have heard the phrase, "attitude is more important than your aptitude," but have you really thought about the benefits of a positive attitude?

Business and professional relationships are similar to personal relationships in that a person will choose with whom to associate based on how he/she feels in the company of a particular person. When selecting new employees, committee members or just the person to join for lunch, who do you choose? Given a choice between two people equal in all other characteristics, one a "Grumpy Gus" and the other a "Pleasant Pollyanna," who would you select? My guess is the latter; no one would intentionally select a difficult person. All things being equal, positive attitude can be the factor that tips the scale in your favor in any selection process.

Work productivity is affected by your attitude. In a recent television interview, Jack Welch (former and youngest CEO of General Electric) said over the years the many successful people he has encountered are enthusiastic and have a positive attitude. Performance is driven by expectations. Has your inner voice ever talked you into or out of something? When you develop a positive attitude your inner voice encourages you so you expect success and believe you can achieve your goal. Combined with preparation, the expectation of success increases your self-confidence, which increases your chances for success.

Athletes refer to it as "being in the zone," meaning no matter what, they can do no wrong. In interviews, we have all heard athletes refer to a movement that seemed incorrect but surprisingly the end result was positive. Their success can be directly attributed to a confident attitude, training and practice. When you are prepared; have done the necessary research; know the material; practiced and have a positive confident attitude, your probability of success is dramatically increased. When you feel self-confident, you project a positive and self-confident image.

In life, the image you project becomes you. If you smile and appear to be confident and happy, people will believe you are happy. Conversely, if you frown and complain, people will believe you are unhappy. The company you keep can influence your attitude and people's perception of you because feelings and emotions are infectious. If you associate with positive people, your attitude will improve. Being the lone negative thinker in a group of positive people would really be a challenge. The people you associate with are one important factor in developing and maintaining your positive attitude.

Two other contributing factors to a positive attitude are adequate rest and good nutrition. Today's culture makes us feel like we must be constantly on the go so sometimes we fail to get enough rest. Because we are so geared to a fast paced lifestyle, we do not always eat balanced meals or we just do not eat. If you are going to cultivate a positive attitude, you should get enough sleep (each person is different, so

you should determine what suits you best) and eat at least two well balanced nutritional meals daily. Why? We can get the answer by observing children. When children are sleepy and hungry, they are usually disagreeable and grouchy. Adults have the same tendencies, but we forge ahead in spite of the lack of sleep and food. We forget to be kind to and take care of ourselves. We all have obligations and responsibilities, but what good does it do to fulfill the obligations if everyone, including you, is miserable in the process?

A symbol of the benefits of positive attitude can be found in the children's story entitled "The Little Engine That Could". If you recall the story, you remember the little engine was only able to make it up and over the hill when it recited the phrase "I think I can, I think I can". When you develop a positive attitude, you think you can. With proper planning and preparation, you will be able to achieve your goals -- both professional and personal. Start today to cultivate your positive attitude!

**"Attitude is a little thing that makes a big difference."
~Winston Churchill~**

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