

Question of the Week – May 1, 2022



Do you have a good tip on success?

A professor at MIT, Dr. Patrick Winston, in a presentation on “How to Speak” discussed a formula on success. He said success is the sum of Knowledge, Practice and Talent. If you put a value on each then Knowledge would be like a 10, followed by Practice at 5 and Talent at 1. The focus should be on Knowledge & Practice. How does this apply to you? Arturo Corral

Leader Talking Points

Opportunity: Team-Building Activity

- a. Ask team members for examples of success outside of work.
 - 1) Family: Seeing your children succeed in life.
 - 2) Other.

Discussion Points

- a. Ask your team for examples of success at work.
 - 1) Non-Buy Account: Getting the most difficult non-buy account to place an order with you.
 - 2) Other.
- b. Ask your team for ideas on how to promote success at work.
 - 1) Team Meetings: Share and recognize from small to big accomplishments for every one on the team.
 - 2) Other?

Team Challenge Activity

- a. Ask the team to offer one or two areas where achieving success has been an issue.
 - 1) Example: Identify a situation where a team is challenged by a team member who is most of the team an average performer and shows no interest in exceeding expectations.
 - 2) Ask for a volunteer to take the lead to work with the manager and team on the selected opportunity and report back to team on next steps.

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