



TriMetrix®HD Competitiveness

Competitiveness

Tenacity, boldness, assertiveness and a will to win in all situations.

Why is this behavior important?

One key word that describes virtually all winners in the professional world is competitive. People who make it to the top of their game see themselves as capable, confident and deserving of success. In addition, most love a challenge, which in all likelihood, they'll overcome!

Think about Olympic athletes on the victory podium. No one says, "I don't deserve this medal." All of them have worked very hard to reach success, most have made sacrifices of one kind or another along the way, and none of them are timid about expressing their goal to be the best.

The business world is really no different. The winners in the business world don't rest quietly and watch the world go by. The highest achievers, the best salespeople, the most accomplished managers and the entrepreneurs, work very hard, make sacrifices and put a lot of energy into pushing toward their goals. People who achieve the highest goals they set for themselves don't even think about not being worthy of winning, and they certainly don't think about giving up on that which is important to them.

Some people are naturally inclined toward Competitiveness. They drive competitively, shop competitively, play games competitively and work competitively. This inner drive can be incredibly valuable if it is harnessed properly toward positive, fruitful action. We all know people who frustrate themselves, and us, by being too competitive and wasting all of their positive energy on useless frustrations.

If you aren't naturally a competitive person, you may feel left behind by competitive people. You may feel they have a vision and a level of persistence you just don't have. However, you can cultivate Competitiveness, and you can give yourself a better chance for accomplishing achievements that truly matter to you.

Competitors are those who, when they see the finish line but are neck-and-neck with last year's winner, find a way to push a little harder and get over that line a little faster. The key to Competitiveness is inside you. Don't focus on what other people have that you want or what other people are doing that you're not. Instead, focus on what you want, how you will get it and what you will do when you achieve it.

What behavioral characteristics are associated with Competitiveness?

Someone who has characteristics associated with Competitiveness:

- Is able to clearly see and define goals.
- Has an instinctive appreciation for competition and a clear view of the prize.
- Can see critical path elements toward reaching goals.
- Believes in his or her own worthiness as the basis of accomplishments or winning.
- Is willing to learn new skills and adapt attitudes.

How do you develop your own abilities in Competitiveness?

- Focus on setting, achieving and re-evaluating goals.
- Imagine and visualize yourself winning.
- Set yourself up for some easy victories. Not everything has to be difficult!
- Push yourself to achieve more than you thought you could.
- Realize that winning takes hard work and often a lot of time.
- Play fair. Even if it seems easier to cheat, take advantage of someone, etc., fair play is always the better option in the long run.
- Build relationships with all types of people at all levels of organizations you are involved in.
- Help other people achieve their goals.
- Ask other people for help if you need it. Recognize your own limitations but don't undervalue your own strengths!
- Seek to develop new competencies and improve your existing strengths.
- Don't waste time being envious of others' successes. Instead, focus on achieving your own!
- Focus on your goals. Achieving any goal that really matters to you requires it.
- Understand that your success may depend at times on the success of your boss, your company or even your industry. However, don't remain stuck in a no-win situation.
- Be respectful to everyone but don't be intimidated by anyone.
- Don't forget stress relief. Take time to relax, re-focus your thoughts and get away from the day-to-day.
- Don't let professional goals harm what is important in your personal life. Make sure your decisions are based on your own internal priority system.
- Recognize that sometimes achieving your goals means other people don't achieve theirs. Be proud of your achievements but don't be condescending or unpleasant to others. Be a good winner.
- Don't give up on your dreams. If you want it badly enough, there is almost always a way to get to it. Don't be afraid to be creative.
- Recognize that sometimes patience does pay off. There are times you won't see results as quickly as you like but stick with your plans and follow through.

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Activities

Activity 1: Goal Setting

Think carefully about your goals. Define three main goals in your professional life and three main goals in your personal life. Then, plan three steps toward achieving each goal.

Professional Goal #1: _____

Steps:

1. _____
2. _____
3. _____

Professional Goal #2: _____

Steps:

1. _____
2. _____
3. _____

Professional Goal #3: _____

Steps:

1. _____
2. _____
3. _____

Personal Goal #1: _____

Steps:

1. _____

2. _____

3. _____

Personal Goal #2: _____

Steps:

1. _____

2. _____

3. _____

Personal Goal #3: _____

Steps:

1. _____

2. _____

3. _____

Activity 2: You Deserve Success

Take time to think carefully about the questions below. Write your thoughts down in the space given or on another piece of paper.

Why do you deserve success? What do you offer that other people don't? What can you do to be more deserving of success?

Activity 3: Potential for Growth

If you haven't already, talk seriously with your manager about your potential for achieving your goals. Take the notes you made in Activity 1 with you. Can you maintain progress toward those goals in your job? Is your manager open to adjusting your job a little to accommodate your interests?

Activity 4: Deep Thoughts

How important are your goals to you? _____

What would you sacrifice to achieve them? _____

What would you absolutely not give up to achieve them? _____
