

# Stuff That Works Building Careers

## Chapter 11

### “Praise Others”

Take Action

# **Stuff That Works Building Careers**

## Chapter 11 Take Action: Content

- Count how many times you praised others today. Do it for a month.
- Make a list of people you work with. Identify what you appreciate about them. Then try to praise them publicly
- Next time someone compliments you try and share the praise with others who helped you.
- Invest time on [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com)

# Stuff That Works Building Careers

Chapter 11 Take Action: Action 1

Count how many times you praised others today. Do it for a month.

## ACTION

The key is to build a habit. I have heard it said that it takes 22 consecutive days of doing something to make it a habit. So get busy.

Like most good habits this one will start slow. It is funny how hard it is to get started but with some effort you will begin to do this as a part of your daily routine.

Praise drives performance and it makes work so much more enjoyable for everyone. Eventually you will be praising on a regular basis. Then the challenge becomes finding meaningful things to praise.

After all praising someone for an efficient analysis is far more impactful than for wearing cool shoes. Work on praising for things that will drive the results you need to win in the market place.

## EXAMPLES

Person	# Compliments	Comments
Tim	5	Hours Worked, Hitting Deadlines,
Lorraine	3	Insights, Extra Effort, helping others
Don	7	Operational Knowledge, Knowing how things are done, Being connected outside company
Ryan	8	KPI Knowledge, Understanding customers, Knowing competitors
Megan	4	Leadership, Scheduling, Being organized

## Stuff That Works Building Careers

Chapter 11 Take Action: Action 2

Make a list of people you work with. Identify what you appreciate about them. Then try to praise them publicly

### **ACTION.**

Start with a long list of people that you come into contact with daily. Then start the list and capture the things you appreciate about them.

Once you have a list begin looking for opportunities to praise them publicly. You want to reinforce these items that you appreciate.

It is important that you praise them in a way that others see it. This will inspire others to also exhibit these traits.

### **EXAMPLES**

Person	Appreciate	# Compliments
Tim	Hours Worked, Hitting Deadlines,	1
Lorraine	Insights, Extra Effort, helping others	4
Don	Operational Knowledge, Knowing how things are done, Being connected outside company	5
Ryan	KPI Knowledge, Understanding customers, Knowing competitors	3
Megan	Leadership, Scheduling, Being organized	4

# Stuff That Works Building Careers

Chapter 11 Take Action: Action 3

Next time someone compliments you try and share the praise with others who helped you.

## **ACTION.**

This is a powerful thing to exhibit. When you compliment someone else for the contribution they have made to your success they are bound to you in great ways that will yield greater loyalty.

In modern organizations very few successes come from individual effort. It is teams and coordinated effort that drives the big gains. So start sharing the credit and the praise.

This mentality drives teamwork. People will love to work with you and eventually for you. Then you will begin to be the one who gets things done. As you get things done the meaningful assignments will flow to you and your team.

Share the praise.

## **EXAMPLES**

### SHARING PRAISE

Boss,

Thank for the compliments yesterday on my teams results last quarter.

I wanted to share with you a few highlights.

Megan, Drove outstanding results with our key customers. Her knowledge of how they operate and their strategies allowed us to focus our efforts.

Ryan was able to analyze customer specific data and to tailor our sales presentations to their needs based on Megan's intel.

This is becoming a great team that really can come together to drive results.

Thanks for noticing.

Joe

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Chapter 11 Take Action: Action 4

Invest time on [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com) .

## **ACTION.**

This is an easy one.

I believe that each of us can help someone else.

There is so much to know and to experience. You just can not do it on your own. So the best way forward is to share and learn from each other.

Technology makes this so easy today. That is why I built the web site [Stuffthatworksbooks.com](http://Stuffthatworksbooks.com) .

It only reaches its potential if you join in and add the stuff that works that you have found. Please make a contribution today. Help others find the Stuff That Works.

Others have already shared their stuff that works so be sure to check the site often as there is probably something to improve every area of your life.

The community is waiting and growing. I hope you will join in and make a positive difference.

Thank you!

## **EXAMPLES**

### **CONTRIBUTE**

It is easy to share your Stuff That Works.

Simply click on “Contribute” from the main menu.

Then select “Submit an Idea”.

Easy!

### **Learn From Others**

It is easy to Learn Stuff That Works from others.

Simply click on “Contribute” from the main menu.

Then select “Search for Stuff That Works”.