Basic Psychological Mindset Needed to Succeed in Life & Business

When I was asked to write this article, my immediate thoughts were to draw from my more than 30 years of experience as an international consultant and corporate trainer. By doing so, I intended to illustrate what the basic mindset needed to succeed in life and business would look like based on close observations of successful clients. Simply put, their actions were highly revealing with regard to their basic psychological mindset. They were:

- confident and positive
- open and ready to learn
- focused and action-oriented
- healthy in their attitude towards people
- comfortable with failures, as they believed that one can learn through errors

>>> They believe in themselves

Do you believe in yourself? The majority of us do not. We lack the confidence to take action for fear of failure or what others would think. A healthy mindset incorporates risk taking. It is not influenced by what others would think. Otherwise, it would be contaminated with fear, prejudice, and enough negativity to pollute the environment.

These successful people possess a healthy mindset and know what they truly want. They are also focused and action-oriented. They do not suffer from paralysis through analysis. They just do it.

>>> They are proactive
They do, test, and learn through trial and error.

>>> They are open
They are eager to learn and to sharpen their tools. Have you ever heard of the tale of two lumberjacks in a contest to fell trees? The weaker, older man won! He felled more trees than his much younger and stronger competitor because he took time to sharpen his axe.

My successful clients routinely sharpen their axes by acquiring powerful tips and tricks. They put their egos aside to become eternal students. They are ready to learn from the young and from the old.

They learn the most from those who fail! Richard Branson, who wrote *Business Stripped Bare: Adventures of a Global Entrepreneur*, is a strong believer in learning from those who failed in order to succeed.

There is no reason why you should not be happy when you fail! You are sharing invaluable information that others can use to progress. Think of yourself as a pioneer, an adventurer, a decision maker that others can admire through your own actions. Failure and success are nothing but results of ACTION! Individuals learn through action, thus leading to future success.

>>> They are focused and persistent
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. – Calvin Coolidge, 30th President of the United States.

>>> They are extremely positive in their attitudes toward people

They treat each person as a VIP! This does not mean kowtowing or being obsequious. What if you were sincerely treated as a VIP by someone? How would you feel? Would this person not have an impact on you? Would you not value that person as much as he or she valued you?

These were some of the behavioral traits that illustrate the basic mindset of individuals I know who succeed in life and in business. They are fighters, rather than passive onlookers. They have a mindset that is disciplined and focused.

You know how difficult it is for many people to exercise discipline and focus. Having focus is one of the key assets of successful people. So here is a small trick I want to share with those struggling with discipline and focus. I have found a simple way to remind you to bring your attention to the here and now. Time and energy, your most precious resources, are often wasted through distractions triggered by subconscious preoccupations or other worries.

The following technique will help to remind you to get back to the present and focus on what you have and what you can do with what you have – instead of getting tossed around aimlessly in the subconscious ocean of your thoughts.

Go listen to **Waka Waka**, the Official 2010 World Cup song sung by Shakira. More than 1,200,000,000 viewers have viewed it on YouTube. If you do not like it, find another song. Put your headphones on and try to immerse yourself in the beat. While listening to it, replace the lyrics *Tsa-mina mina eh eh, Waka Waka eh eh,* with *Tsa-mina mina* ***here here****, Waka Waka* ***here here****.*

If you listen to it often enough, this song will follow you intermittently throughout the day and gently remind you to be in the present. Try it, it works! The article entitled *How to Survive and Succeed Today – Key Lessons from the World Billion Dollar Contest* will also provide you with additional tips and tricks.

>>> So here is the profile for success:

- believing in oneself
- accepting failure as a learning process
- being proactive
- being open
- being focused and persistent
- being positive towards people

Finally, we need to define what success means. Winston Churchill had this to say: *Success is the ability to go from failure to failure without losing your enthusiasm*. So, if you share this perception, all you need in life and in business is an abundance of **enthusiasm** to become successful in whatever you do. If you do not agree with this definition, then what is success to you? What are the criteria? How do you know if you have the mindset to succeed?

Get a piece of paper and start establishing your own criteria for success right now!

PS. If you need information on other topics, click here.

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