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Subject: July 2014 Newsletter -Cultivating & Maintaining Positive Relationships - The Key to Career Success
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Cultivating & Maintaining Positive Relationships

The Key to Career Success

Ninety-nine percent of career success hinges on your ability to foster mutually beneficial relationships, and earn the respect and loyalty of coworkers, bosses and customers. In other words, it's about interpersonal effectiveness. Positive relationships are not just important to building a successful career, it also enhance job satisfaction. To develop positive relationships, you must be willing to listen, communicate openly, and respect yourself and others. Cultivating relationships also involves compromising and getting to know the people you work with.

Behaviors to practice:

Listen actively: It is important to listen closely to what your colleagues are saying. Active listening assures you and your co-worker are on the same page.

Open communication: Co-workers should be able to freely express their thoughts on work-related issues in a professional manner. In meetings, one-on-one, and encouraged to voice their opinions and express their ideas. Open communication is important and it increases morale. It is the responsibility of leaders to establish a culture in which employees feel comfortable expressing themselves.

Be respectful: Always be respectful to others, listen to their positions and respond professionally. Stay in control of your emotions and use your best judgment when working towards conflict resolution.

Compromise: Successful relationships always involve compromise, each party getting something that he or she wants so that everyone wins.

Know your co-workers on a personal level: Cultivating relationships with your co-workers can improve work relations and improve your support system. Share personal interests and spending time with co-workers will help establish rapport.

Cultivating & Maintaining Positive Relationships - The Key to Career Success

The Magic Word

The Little Red Book That Makes Your Dreams Come True!
(Law Of Attraction)

Leadership Dynamics

"One of the most amazing things that can happen is finding someone who sees everything you are and won't let you be anything less. They see the potential of you. They see endless possibilities. And through their eyes, you start to see yourself the same way. If you're lucky enough to find this person, never let them go."

Pay attention: Identify what is acceptable and what is not. Many people think they are doing the "right" thing but find themselves in trouble because they didn't pay attention to the cues about values.

Relationships are built on all different foundations, but the ones that last are built on trust and open, honest conversations.

Difficult Relationships

Occasionally, you will work with someone you don't like, or can't relate to. Nevertheless, it's essential you maintain a professional relationship. In this situation, make an effort to get to know the person. It's likely that they know the two of you aren't on good terms. Make the first move to improve the relationship by engaging them in a genuine conversation, or by inviting them to lunch. Try not to be guarded. Ask them about their interests and put focus on finding things that you have in common. Just remember, not all relationships will be great; but they can be workable.

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