

Do You Have the Right Attitude?

by Jeffrey Leventry

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As a Villanova graduate, I have enjoyed following Villanova sports teams for many years, especially basketball. As you can imagine, I was thrilled when the Villanova Basketball Team won the NCAA Championship in 2016. While I realize that the team had great overall talent and many skill players who paved their road to the national title, the trait that made the difference between success and failure throughout the year was attitude. In fact, Coach Jay Wright felt this trait was so critical that, to highlight its importance, he wrote a book called *Attitude – Develop a Winning Mindset On and Off the Court*. In my experience, having the right attitude is often the key differentiator in the business world and many times separates those who consistently succeed from those who have difficulty advancing in their careers.

What is it?

Merriam Webster defines attitude as a “mental position with regard to a fact or state; a feeling or emotion toward a fact or state”. In his book, Jay Wright says “Our attitude sustains us and is the foundation for all that we do – off and on the court”. In other words, it pervades our very existence.

The right attitude can be defined as a positive mindset, as well as an asset, that paves the way to success and the fulfillment of our goals and dreams. It is an important character trait that enables us to overcome obstacles and challenges that stand in our way. It also creates a positive impression that others notice, are attracted to, and suggests unlimited potential.

There are many examples of people who possess a positive or winning attitude and have used it to achieve immense success. Tom Brady has used it to win Super Bowls. Steve Jobs used it to remake Apple Computer and lead them back to profitability. Dawn Staley used it to win the womens’ college basketball title at South Carolina earlier this year. Sally Ride used it to become the first American woman in space as a crew member on the space shuttle Challenger.

How do you get it?

I believe our attitude is shaped by our environment, including how we were raised by our parents. For example, my father taught my brothers, sisters and me to persevere, especially in the face of hardship and adversity. This is an attitude that I have used my entire life to overcome roadblocks that stood between me and my goals.

I believe the formulation of a winning attitude is also influenced by those who we respect and admire in our formative years, such as teachers, coaches and others in positions of authority. Our daily experiences also play a part in shaping our attitude, and the attainment of each achievement builds confidence that reinforces the value of a positive attitude.

Finally, surrounding ourselves with positive people impacts our mental attitude and helps support a positive outlook. Experts suggest that positive attitudes are contagious and having a winning mindset makes others more positive. Conversely, associating with people who possess a negative outlook produces negative feelings.

How can the right attitude be beneficial?

In the workplace, those who have a positive attitude are generally more productive and generate better quality work with fewer errors. This is due in part to the fact that they are more focused on their work and accomplishing the performance objectives that are set for them in their role at the firm.

Having the right attitude also enhances interpersonal relationships at work since most of us prefer to deal with people who are positive and optimistic about achieving goals and objectives. A positive attitude also helps employees appreciate each other's skills and competencies, while promoting a sense of teamwork where everyone is united in their effort to accomplish common goals.

As a leader, having a positive mindset promotes confidence and makes it easier (and more likely) that employees will follow the path that you have set for the team, department, division, or firm. It also enhances your reputation among your subordinates so that strategic plans can be executed more efficiently to achieve expected results.

For individual contributors, the right attitude helps you evaluate options that are available as you make decisions that impact your career and the bottom line. It also provides motivation to proactively face business challenges and devise solutions that result in better outcomes.

In conclusion, the importance of the right attitude in the business world (as in life) is undeniable, and I believe it is vital to maintain both a winning and a positive attitude no matter how difficult things become or how steep the challenges we may face.

If you would like to unlock the secret to creating the right attitude, please contact us so we can devise a plan that increases your ability to achieve success.