



Strategies Direct Ltd

## How to be More Successful in 8 Weeks

By Jenni Murphy-Scanlon

Week 1: Write down how you will be once you have acquired the skill or achieved your goal. For instance if you want to learn to think strategically, you might write 'I am highly valued by my employer/clients for my ability to see strategic connections' and/or 'I advise and make effective decisions aligned with strategic goals.' Put this somewhere that you will see it everyday.

Week 2: Accept that you can learn and achieve new things and retain your integrity and ability to make choices. Multi-linguists do not lose their ability to speak their native language, and can often choose which language to 'think' in. Becoming a strategic thinker will not reduce your technical expertise. Increasing your business profit will not make you less of a nice person. You can choose. Keep reading your goal each day.

Week 3: Start a learning activity related to your goal. This might be reading a book, interviewing an expert, watching a video, attending a network meeting, hiring a coach or attending a workshop.

Week 4: Choose one new behaviour or action that you discovered last week. Rehearse it - try it out yourself, or with your coach. Get comfortable saying or doing this new thing.

Week 5: Try out the new behaviour or action for real. Notice what was easy and what was difficult about it. Also notice what happened next - what was the outcome? How did others react? What might you try differently next time?

Week 6: Try out your improved version of the behaviour or action. Again, notice what the outcome is.

Week 7: Keep using your new behaviour or action when appropriate and add another one that you discovered in week 3. Use the same process for this. Now you are building behaviour blocks to strengthen your ability to gain your new skill or goal.

Week 8: Celebrate your achievements so far and keep adding new behaviours or actions until you have reached your goal. Use the process of rehearsing first then using new behaviours or actions. You're well on your way!



Jenni is the Principal Advisor at Strategies Direct Ltd. She helps professionals, managers and business owners to think strategically and maximise career and business opportunities.

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