

Winning Conditions

How to get what you deserve

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I wasn't born a winner. There was a time when I came up just short of success in seemingly everything I tried.

And then in college it all changed. I became aware of ‘winning conditions’.

Success comes from the manner in which you share or present your work.

Successful people deliver their work in a winning way.

Becoming more mindful in your work and in your life is a central component of innning conditions.

Repeated humility coming from a place of goodness, can ultimately lead to a decline in recognition.

Substitute your self deprecating language with a more positive , thankful, authentic language.

It feels good to share your side of things. It feels good to be asked for an opinion and for someone to show interest in your perspective.

Winning conditions is also about looking beyond our immediate managers or teams or customers to build support from anyone else.

Winning conditions is accurately recognizing what your audience understands and prefers and speaking to that level of technicality.

Satisfaction comes from stuff related to the work and dissatisfaction comes from stuff related to the workplace.

Many of us are in a situation of no feedback. If people are happy they will respond. If they haven't it means that they are not happy or satisfied or they haven't read the report or skipped it.

Change makes many of us uncomfortable and any change from the status quo is seen as a loss.

We sometime prefer the status quo because we are familiar with it.

Action oriented biases refer to our ability to act without sufficient data points, accurate information and analysis.

We feel pressure to take action.

Overconfidence is about overstating the accuracy of our own judgement.

It is difficult to justify overconfidence since there is a fuzzy line between what we know and what we think we know.

An overabundance of confidence can be harmful.

Persistence improves the probability of success.

The more people that know you, know of you, respect you, the more likely you are to win.

In an elevator speech, you want to sound natural and comfortable and share your value confidently.

Do not compromise your standards at work.

Reciprocity is the exchange of something for mutual benefit.

Build a resume of positivity