



OPTIMISTS ARE BETTER EMPLOYEES

Science has demonstrated repeatedly that our own belief (or lack thereof) in our ability determines our success (or failure).

If we believe our abilities can be increased we behave differently than if we believe our abilities are set in stone.

Believing that our contributions matter to something more than ourselves positively impacts performance. Pessimists tend to have self-talk (in their minds) that casts doubts on their abilities while optimists tend to have self-talk that reflects a belief in their ability to succeed.

Optimists out perform even better qualified pessimists in sales positions. Optimists are more likely to stick with tasks to completion while a pessimist is more likely to give up if the going gets rough. Optimists are more resilient and bounce back from rejections and

mistakes faster.

Science has now shown that individuals are not stuck being pessimists. Motivated individuals can become much more optimistic and it is not even hard work but it does require willingness.

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Tags: Self-perception of ability and achievement, "Job, career or calling?", optimism, pessimism

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