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Judgment is the killer of success, in life and business

INSIGHT

InSight features a different local perspective and advice on small business issues each week.

Think back to a time when you sat in a classroom waiting to get your exams back. As the teacher called out the names of students, your heart would beat a thousand beats per minute. Did you study enough? Are you going to pass?

Now think back to a performance review with your boss. How did it feel as you prepared your responses to last year's improvement plan? Did you find yourself digging deep to find examples of how you might have been an exemplary employee? As you walked into your boss' office and sat down, what thoughts went through your mind as he pulled out your file? Am I going to get a raise this year? I really deserve that 3 percent and need it. I heard money was tight this year. Did I outperform my coworkers to get that raise?

Looking at the two experiences, how are they similar? In one instance, you were a child, full of hope and uninhibited dreams. In the other, life has taught you to have tougher skin, and your goals and dreams are a lot more logical.

Many authors and researchers have said that grades are to compare one student to another. And also that once a teacher makes up his or her mind about a certain student, that's the grade they'll get for the rest of the year. What does this behavior teach our children? Consider this lesson. If you want to be successful, you need to worry about what your teachers/superiors

think and do what they want you to do. Although this is a tough pill to swallow, the form of programming was designed into the system to create subservient workers.

Grades are a common form of judgment. They throw students into a maelstrom of back stabbing, competition, subservience, and scarcity. As you get into the professional world or become a business owner, these grading scales are still present to force conformity within the system. How much time do you spend worrying about what your superior thinks of you?

Labeling

Grades and performance reviews are labels created by human inventions. When I was in an engineering mechanics class,



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the teacher informed me that one-third of students in the class were honor students. I was not in that group.

Being a programmed competitor, I decided that I

was smarter than those honor students and I was going to beat them all. As I worked diligently with every homework assignment, I didn't help anyone else, fearing that they might beat me.

At the end of the course, I was third in the class with no new friendships. What did it mean to be third? Is there only a limited amount of As to be given or a limited amount of money? No.

Our society provides abundance. There's always plenty of As in any class. There is always plenty of money to give out. The trick to all of this is to give yourself an A, according to authors Rosamund Stone Zander and Benjamin Zander, and truly believe in your abilities. This is self-love, and it yields self confidence. Look at everyone around you. They are all A-people as well, waiting to blossom.

Imagine a world where the possibility to achieve anything is present. In that belief system, the universal desire in the people to contribute to others and their community shines.

In such a business, there is no fear of competition, only collaboration and innovation. What kind of revenue is generated when every person is focused on and believes in their ability to achieve anything? Some might call that an empowering vision statement.

Giving yourself an A is free. In practice, start with the following:

- On a weekly basis, revisit areas of your life and see where judgment placed you inside a context that is drastically smaller than your dreams. Realize those judgments having nothing to do with you.

- When working at any task, ask yourself if this what a A-student or leader would do? Allow yourself the room to be the best and give the best.

- When you find yourself judging others, ask yourself if you have the right to judge another person.

These simple practices will help you create a new reality. America has plenty of people who blame, make excuses and are in denial. You don't have to be one. Just give yourself an A and walk outside the system of judgment.

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