Success Factors
By Donald R. Brining

#1 Excellence
→ Do the very best even in the trivial.
→ Do quality work.
→ Get it done on your own. (Self-motivation)
→ Do the small job great.

#2 Attention to detail
→ Especially important to technical people

#3 Problem Solver
→ Put "rubber on the ramp." / Just do it. Don't think about it.
→ "A good plan violently executed right now is far better than a perfect plan executed next week." (George Patton)
→ Manage solutions not problems.
→ Look for simple solutions.
→ Can do a lot more.
→ A technician's problem
→ Ask the stupid question.
→ Contingency vs targeted contingency

#4 Ability to think
→ Look at all angles.
→ Innovation / Creativity
→ Change the master plan and follow change.
→ Stretch the envelope. / Think outside the box.

#5 Commitment
→ To the organization
→ To your boss

#6 Communication Skills
→ Especially critical for technicians
→ Practice
→ Use layman's language.
→ If you can't communicate, you won't succeed, period.

#7 Accept Responsibility
→ Get involved in activities that are not your responsibility.
→ Volunteer for the dirty jobs.
→ Fill vacuums.
→ Build empires.
→ Be willing to take on the seemingly impossible.
→ Accept the task. / Figure out how to do it later.
#8 Accept Blame / Failure
- Accept your failures and fix them.
- Risk failure. (Failure is normal; fixing failure is less normal.)
- Do not be afraid to fail.
  - Error of omission

#9 Integrity
- Be honest with others and yourself.
  - Critique yourself.
- Be credible = Do what you say.
- Be ethical = Do what is right.
  - Ask this question for tough problems.

#10 Vision
- Have a dream - something that's practical, but just barely realistic.

My Career
- Filled vacuums.
- Understood my boss.
- Understood my organization.
- Was willing to tackle the tough problems.
- Always got promoted.

Failure Factors - Very little emphasis - They are not what's important.
- Failure usually is due to lack of the success factors above.
- Doing nothing
- Errors of omission
- Not due to lack of functional competence

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