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## **Top tips - personal behaviours**

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- We need to focus on achievements in line with our purpose, goals and objectives, not on activity, to be really productive and successful.
- Make the most of the personal success cycle. Recognise that how we perceive ourselves (our self-image) impacts on our performance. Our performance stimulates either positive or negative thoughts about ourselves (our self-talk) which reinforces our self-image.
- Remember that the door to success is marked 'Push'. Winners never quit and quitters never win.
- "Would you like me to give you a formula for success? It's quite simple, really. Double your rate of failure. You're thinking of failure as the enemy of success. But it isn't at all... You can be discouraged by failure or you can learn from it. So go ahead and make mistakes. Make all you can. Because, remember that's where you'll find success. On the far side of failure". -*Thomas J. Watson, founder of IBM*
- "As all of us who try to change our organisations know, the starting point is to change oneself ". - *Sir John Harvey-Jones*