

Simple Strategies for Success

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One of the things that I've come to realize over the years is that the better I am at managing and influencing behavior – including my own, the happier I am. I'd say that *happiness is related to our ability to successfully forecast the future.*

As humans we have the ability to forecast, and this is one of the things that differentiates us from the rest of the living world. We have the ability to predict how what we say and do today will influence what happens tomorrow. But what differentiates when we are successful from when we are not?

Forecasting successfully is related to how we manage our consequences and how we manage our time. Collectively this is what we call self-management. The following strategies come from both, an understanding of behavior AND some of my personal experience with forecasting unsuccessfully

Rule 1: Understand Consequences

Different consequences have a different impact on behavior

Rule 2: Practice Applying Consequences

Just because you know about their impact doesn't mean you'll be good at applying them. Get some practice and see what happens

Rule 3: Self Nagging Doesn't work

What does repeatedly saying to yourself the same thing over and over get you? More comfortable with failure

Rule 4: Aspire Realistically

It's fun to fantasize but if you want to make change hard on yourself try to change a lot at once

Rule 5: Use Shaping Religiously

The first step to ultimate success is that you achieve smaller success quickly

Rule 6: Don't Be a Hero

When you try to improve everything the end result is that you improve nothing

Rule 7: Remove the Distractions

The more you become engrossed in short term reinforce the less opportunity you give yourself at forecasting the important long term ones