

# EXCUSES vs. CONSIDERATIONS

If you are really serious about taking control of your job as a knowledge worker and making more money, you have to take 100 % responsibility for *everything you do*. And the first step is turning yourself and your job into a controllable business factor. You must dump any thinking about what others “owe” you. You are completely in charge of your success. However, there aren’t many people in the professional world who are operating under this belief system.

The following are excuses that I hear employed spoiled brats use—and some of my considerations:

| <i>Excuse</i>  | <i>Consideration</i>   |
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| <i>I go beyond the call of duty on my job.</i>                 | <i>I use my strengths and put myself in situations that maximize them.</i>   |
| <i>They don’t appreciate how hard I work.</i>                  | <i>I set regular meetings to validate expected outcomes and to share my successes and failures with my superior.</i> |
| <i>I am smarter than they think I am.</i>                      | <i>Ask for challenging, high-profile assignments and projects.</i>   |
| <i>They change the process just to stir the pot.</i>           | <i>Be flexible and learn to quickly adapt to new methods.</i>  |
| <i>I don’t have time for all the formalities and niceties.</i> | <i>I know that manners and graciousness are part of success.</i>   |

Feedback analysis and self-awareness will validate if you are meeting these marks. When you start a project, keep track of the outcomes, even if they are years down the path. Two ideas:

1. Use a scorecard to validate (or invalidate) other people’s perception of you. E-mail me at [mps@marshapetriesue.com](mailto:mps@marshapetriesue.com) to receive a sample scorecard that you can customize for your environment.
2. Create a system for keeping track of your successes. An online journal. It’s like your own personal blog, but you don’t post it! Try this one: [www.journal4ever.com/](http://www.journal4ever.com/).

