

Short n'
Simple II ...

... yeah i'm talking abt "work"...

Exercise Pragmatic Idealism.

**First we believe, then we experiment, then
we create, then we synergize...
then the New World of Work is born.**

**Before all these, however, we need to
survive...**

Lessons from the **real world of
Business & Work...**

Don't take words and instructions at face value, think about the WHY(purpose) and deliver it.

Take initiative and be proactive.

Look at the BiG picture, not just operation details.

Question everything.

**You re responsible, you're in charge, you're
in control. Act like it.**

Don't blindly follow 'existing practice'.

Specific goals!

**Take note of the administrative details
(and how they may impact the big picture).**

**Whatever you do, put your mind into it.
Foresee what may potentially happen.**

Don't get defensive, let the other person finish.

The top priority is to get the job done, not making friends.

Your are not getting approval.

Take ownership of your work.

**You are finding solutions together with the
management.**

Don't delay even the seemingly trivial and insignificant task.

**There is no such thing as easy task.
Everything that seems straightforward can
at any second turn into a disaster, shit
happens all the time... so manage your
expectation well and get ready for surprises.**

Meritocracy is a myth, at best a marketing line.

**The key is to create fun and happiness in
ugly situations, in a NON-sarcastic way.**

"Mainstream values and rules are for losers and cowards (and marketing purpose); it's smart people who creatively cut corners that get to the top."

Those so-called slackers may very well be the people that we should please and learn from.

It's all about expectation management.

Make sure you're fully prepared before talking to your boss.

Get to the bottom, don't take anything as given.

Don't just take instructions, form your own judgment.

**If u want to understand others, assume
their perspectives, not yours.**

The surest way to win the game is not training hard, but change the rules to your favour.

Don't get obsessed with the rules, change the game.

**Making the employees busy, work over-time,
squeezing all the talents and energy out of
them... it's not for company's benefits, it's
just to make the boss feel good.**

When working, behave like ____ (your role model). Wear one hat at a time.

How do you react to stress and emergency?

How do you handle unfair arrangement?

**You don't need permission to take
ownership of your work.**

**Don't just be an "employee", consciously
develop the capability to run a business.**

**Cultivate the technical specialty to serve
your clients, better than anybody else.**

**It's not what you think the government
should do, it's what it *will* do, that matters.**

Don't just follow economic statistics and indicators, follow the logic and reality behind it (hint: some facets of the reality may not be reflected in the numbers)

In general, it's good to be positive and nice all the time; but in business, don't be surprised when you see people who strategically pushed negative and rude behaviour, and won.

Don't just believe your boss, dont just take instructions... in fact, question instructions, then find ways to improve it.

**Step in the shoes of your counterparties
often... all the time.**

To be successful, you take small losses not big ones.

**Titles and brands are not important, they
are just useful.**

The biggest difference between being employed and self-employed? You get to rely upon and point finger at others as an employee.

Embrace uncertainty "scientifically" (i.e. with statistical edge or rational risk/reward budgeting), not blindly.

"The only strategy is called execution"

Expectation management is Really Important.

Appreciation of others' work and effort is Really Important.

...while... Train yourself against such natural need for appreciation is Even More Important!

Sometimes you need to choose between the right/ethical thing and your boss's order.

The major drawback of hierarchy is the assumption that the top knows better. The main weakness of a flat organizational structure is the assumption that we are all responsible adults.

The major hurdle towards a flat organization is not individuals' incompetence, but the lack of trust in the organization.

Don't count on the rules, don't count on the things people agreed upon, don't count on the policies that are "designed to protect you". Count on your ability to execute or change the rules.

Everything is negotiable, there is no fair or right price (or "reasonable" salary)... except that you have to pretend there is in your negotiation.

It's ok to share your trade secret with everyone... because most would have neither the discipline nor courage to practice it.

People tend to bring too much emotion into business, it's bad. Worse, we like to regard positive emotions in business as something good (while negative ones something "unprofessional")... it makes us vulnerable when tough decisions have to be made.

There is no such thing as being reasonable or right, there's only smart strategy/tactics with convincing justification.

**Dull boring routine checkings could be
life-and-death decisions made on daily basis,
your frontline people deserve to know the
significance they carry.**

You are here to help people solve their problems, tackle their challenges... be an expert at it and you will be highly valued.

**Be nice, be understanding, be friendly &
polite *yet* firm All the Time.**

**It's just business. Keep your emotions at
bay All the Time.**

Be thankful when others return your kindness... but don't expect it.

If somebody owes you something, make it clear and take it back. Do not act like a whining child or hypocrite/ backstabber.

Focus on making profits, not following the rules.

Following rules does not get you fired even if you incur losses for the company, but it doesn't make you great either.

If your focus is pleasing the management instead of making independent judgment on what's best for the company... what happens if the management turns out to be wrong? (sometimes you get killed, not your bosses)

"Some want to be right (obedient), some want to be safe (ass-covering), some want to look good (hypocrisy), i want to be profitable."

Make boring work exciting, make normal people extraordinary. Just try.

A rogue trader is only a rogue after losing huge amount of money. When he was winning he was the firm's valued talent with an unique approach that the management was too generous to intervene.

If you think about it, it's really pathetic: years after late Peter Drucker coined the term "Knowledge Workers", some (in fact, many) office workers today still need long hours of physical presence in the office to prove their value.

**Everybody says teamwork is essential,
every boss says talent is his top priority, it's
almost become cliché... the challenge, is to
show us with action that you mean it.**

**The target is always a BiG "WoW!".
(especially for entrepreneurs)**

In business, you dont want to be right, you want to be profitable.

CSR (corporate social responsibility) programs are essentially just marketing. What we really need from businesses is a long-term view and insistence on ethical behavior in their daily operations.

If you can't ensure survival in the short term, ethical propositions that benefit "in the long term" are irrelevant.

**Meritocracy is a big lie. Teach your kids
communication and sales.**

In most lines of business, you don't want to admit your mistakes and learn from them right away; you want to first cover your mistakes, defend yourself, make your boss look good... and then, only then, if you still have time and energy, learn from them.

If it's just a game, a transaction, then the reason you get emotional is because you are in too deep.

Rules, policies, standards are means to help achieve the ends, they are not the ends. Your focus should be on the ends, not the means.

Many senior, experienced, respected business executives don't know the difference between value and profit... Learn to live with it or initiate sth different.

Don't blame your boss (or any individual for that matter)... it's the system design/organizational structure that makes the majority focus on cowardice ass-protecting rather than meaningful production.

Be all positive and proactive no matter what.

**Positive and aggressive problem solving
attitude all the time.**

**Positive and aggressive problem solving
attitude all the time!**

Taking instructions without seeing the big picture puts yourself at risk.

A transaction is a transaction. Mistakening it for something bigger or smaller may hurt, seriously.

**Exercise your common sense.
(despite rules or policies)**

You don't want to be a manager, you want to be a leader.

**Take care of others' emotional needs; but
you should have no emotional need.**

Take responsibility, take ownership, finish your work, but always try to minimize unnecessary sacrifices.

**That it exists yesterday does not justify its
value tomorrow.**

**Whatever that may happen should be part
of your plan.**

Focus on what you have, be grateful.

**Never stop improving yourself and trying to
achieve something bigger**

This work is licensed under the Creative Commons Attribution-NonCommercial-NoDerivs 3.0 Unported License. To view a copy of this license, visit <http://creativecommons.org/licenses/by-nc-nd/3.0/>

dec 2011
as-ideas-struck.com

Short n'
Simple II _

... yeah we're talking abt "work"...