

What is Your Business IQ?

“You have to learn the rules of the game. And then you have to play better than anyone else.”

—Albert Einstein

One of the most important aspects of success (and overall happiness) is doing what you love to do. However, if you love your job, and are good at it, you are only part way to success—you must be recognized for your hard work and accomplishments. These factors and your ability to affect them constitute your Business IQ.

Hopefully you love your job. If not, set this book down immediately and take a good hard look at your career choice. It is impossible to be a true success in your career unless you are dedicated, and you can't be dedicated unless you love your job. (Then remember to pick this book up again when you figure it out!) Dedication takes too much work to be directed at a job you do not love. Being good at what you do and being recognized for it is the key.

Learn the rules, understand the expectations, and work to achieve your goals. Recognition comes when you do well at what you do and others know it. However, as an introvert, recognition may have made you uncomfortable in the past, and others, seeing your discomfort, may not be giving you what you deserve, just to save you from that discomfort! You are going to have to learn not only to embrace recognition but also to seek it out.

Yes, I said, “seek it out!”

As in ask for it. Don't get me wrong, don't go buy a t-shirt that says “Hello I'm good at my job and I deserve recognition,” but you may have to have a heart-to-heart with a boss and point out areas where you have achieved, exceeded goals, and risen to the top. You may have to send, or have your HR department send out, notice to the media of an award you receive, or of a promotion, or new product that you are launching. Don't expect that if you do your job well people will notice and shower you with praise. Unfortunately, the world doesn't usually work that way.

Putting these elements together, you will begin to build your Business IQ and head further down that path to success.

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