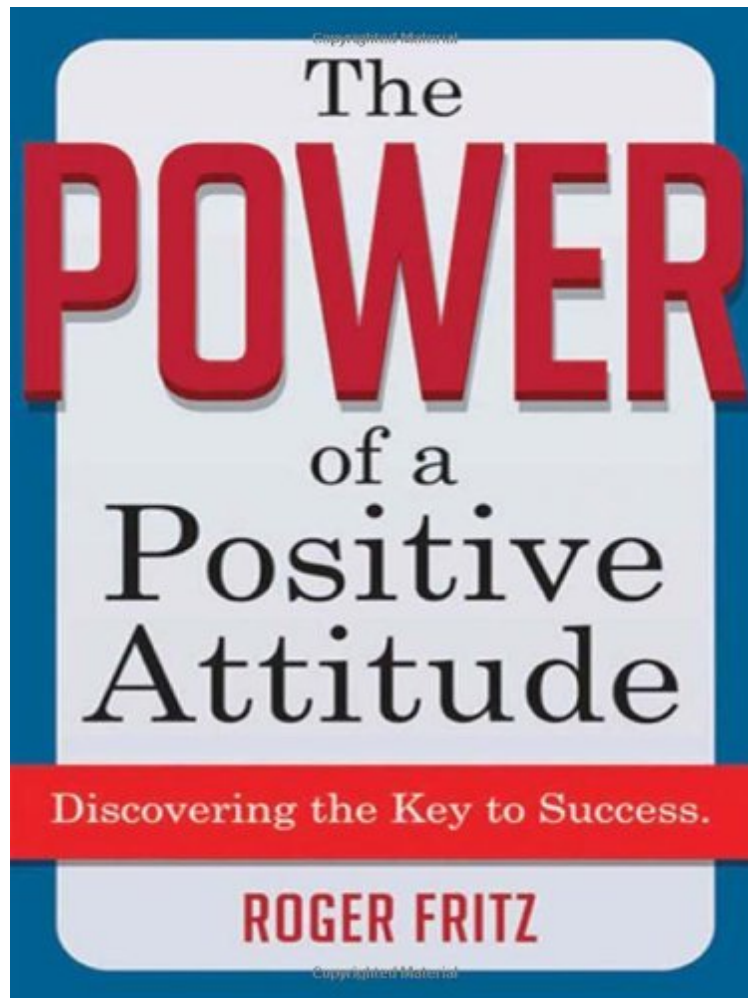


The Power of a Positive Attitude: Discovering the Key to Success

Roger Fritz

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Roger Fritz : The Power of a Positive Attitude: Discovering the Key to Success before purchasing it in order to gage whether or not it would be worth my time, and all praised The Power of a Positive Attitude: Discovering the Key to Success:

0 of 0 people found the following review helpful. Powerful . . .By Jenna HallIn an effort to improve a seemingly negative attitude in the workplace, I was tasked to read some books on having a positive attitude. Naturally I did not do so with a good attitude . . . but this book was actually very well written and relatively motivational. The author has some great concepts and techniques for improving your attitude that are not quite as absurd as you might think. Was it worth the money? Yeah . . . and I got to check off an item on my development plan for the year. Double bonus for me!0 of 0 people found the following review helpful. A quick easy read if you like bullet points.By Monty RaineyRoger Fritz is a well-known very successful business consultant. He has worked with such notable companies as John Deere, Caterpillar, IBM, Sara Lee, Pizza Hut and State Farm. His credentials are impeccable. Given his stature

in the business world, I'm certain many people suggested to Mr. Fritz that he should write a book. And so he did. The result is THE POWER OF A POSITIVE ATTITUDE. First, to get the negatives out of the way. As I read this book, I felt as though Mr. Fritz never actually sat down at his computer and began writing, but rather that the entire work was dictated to his secretary and then someone else typed it into its current form. This diminutive (barely 100 pages) book is filled with bullet points with an absence of much in the way of descriptive text. Now for the up side - the book is spot-on, laden with pearls of business wisdom. It occurred to me as I read the book, perhaps Mr. Fritz' intention was not an in depth tome detailing every aspect of business process, but rather a brief study on what has made him successful in business. That, dear reader, is the end result of what you will find here. A brief recap of what Fritz found to be a formula for success. There are ten chapters here. About half of which deal directly with attitude, the other half dealing with other aspects of business such as problem solving and dealing with burnout and stress. Each chapter includes five to ten quotes that directly address the topic as well as a few simple worksheets or questionnaires to help develop the concept. As you would imagine, this is a very quick and easy read - great for that next long business flight. I do wish the author had spent more time detailing and developing his concepts as I feel there is a tremendous amount of very valuable content here to learn from. This is certainly one I would recommend to anyone in a leadership or management position.

1 of 1 people found the following review helpful. Dale Carnegie has nothing to worry about
By Kevin Quinley
Author Roger Fritz has penned a rather bland but inoffensive short book on the power of positive attitude. His focus is on the workplace, but the ideas he offers are equally applicable to one's personal life. The text is sprinkled with a variety of self-diagnostic quizzes. On one level, it is hard to imagine how a book like this got accepted by a publishing house and written. It's not that it's bad - it isn't - but there is very little here that has not been said or written before. Certainly nothing novel. But then, maybe I need a more positive attitude! One of the best things you can say about this book is that it is short, a quick read weighing in at about 110 pages.

Attitude affects every facet of our lives--from the way we handle stress to how we communicate at work. The way we view difficulties and setbacks can make the difference between success and failure. Roger Fritz has devoted his career to helping people overcome obstacles and achieve their goals by changing their outlook on life. In *The Power of a Positive Attitude*, he shows readers how to develop a deeper understanding of the effects of their attitude and how it influences not only their performance but the results others achieve. Now, readers can learn to succeed in business by:- assessing their attitude toward themselves and their co-workers - overcoming negative attitudes - learning the dos and don'ts in dealing with their bosses - becoming better listeners - overcoming resistance to change in the workplace - rejecting suggestions without causing resentment - giving and responding to criticism from team members - disagreeing with employees and colleagues without being disagreeable - conquering burnout and stress

Life-affirming and authoritative, this is an invaluable book that will empower anyone to face life and work with joy and confidence.

"An outstanding practical guide showing how positive attitude can positively influence and enhance your personal life and business career." - Dr. Quinn Mills, Harvard University

shares wisdom collected from decades as a top-level consultant, educator, and leader; well-written and well-organized book; quick read that dispenses useful advice.

--Graziadio Business Report About the Author
ROGER FRITZ is president of Organization Development Consultants. He has over 40 years of experience as an educator, manager, corporate executive, university president, and highly successful consultant to clients including ATT, IBM, Caterpillar, State Farm Insurance, Motorola, Pizza Hut, and Sara Lee.

Excerpt. copy; Reprinted by permission. All rights reserved. Chapter 1 Interpreting Your World Any fact facing us is not as important as our attitude toward it, for that determines our success or failure.

Norman Vincent Peale The first step to developing a positive attitude is to become aware of the true nature of your current attitude. This isn't always as easy as it sounds, but how you react to various situations can reveal a great deal about your basic attitude. To succeed in any of your endeavors you must approach them with a positive or affirmative attitude.

Your Positive Attitude Quotient (PAQ) To determine your PAQ—Positive Attitude Quotient—use the following ten questions to decide how frequently you exhibit that particular behavior. Mark 1 if never, 2 if seldom, 3 if sometimes, 4 if usually, and 5 if almost always. Remember, this is to help determine your Positive Attitude Quotient, so be honest with yourself. When you have finished taking the test, add up the numbers you assigned to each item.

_____ I can quickly recover from failure. not; not; not; not; not; not; not; not; not; _____ I have personal goals I am working on. _____ I keep track of my progress on goals and make the changes needed. _____ I make up my mind slowly whether or not I will like new people I meet. _____ I get a lot of good ideas from other people. _____ I can find what I need to know without much help. _____ I don't have to be reminded to do what I agree to do. _____ I can quickly detect people who are pessimists. _____ I enjoy listening to people's explanations, even if I don't like them personally. _____ I am patient with people who disagree with me. Total: _____

Let's discuss the implications of your total score. If you scored 40 or more, you have a strong positive attitude. This will provide credibility as a leader and compatibility as a coworker. If you scored between 30 and 40, you have a normal positive attitude. It will serve you well and be a favorable influence on others. If you scored between 20 and 30, your attitude is unpredictable and will cause confusion

and uncertainty in your relationships at home and at work. If you scored under 20, you have a negative attitude which will inhibit confidence in your relationships and work. Using the PAQ scale will help you decide which of these areas to work on to increase your positive attitude and influence. Assess Your Attitude toward Yourself If you are physically well, the quality of your life will depend mostly on your attitude. It's important, therefore, to consider that attitude reflects both inwardly on yourself and outwardly to other people. Ask yourself these questions to determine if you usually take a positive attitude towards yourself. Answer Yes/No/Undecided. 1. Are you a learner or rejecter? Are you usually willing to recognize that no one has all the answers, and continue trying? 2. Do you do your best on-the-job? Evidence of this would be if you tend to suggest better ways of doing things. 3. Do you demonstrate enthusiasm in most of what you say and do? What does the record say about that? What will your friends tell you? 4. Are you willing to grow? Do you think it's your responsibility to prepare yourself for advancement, or wait for someone else to tell you what to do? 5. Do you welcome changes? Are you the kind of person who experiments, who tries things, who is generally open to suggestions? 6. And last, but certainly not least, do you cultivate a sense of humor? Do you take yourself more seriously than anyone else? Do you get some joy out of what you're doing at work? Is it fun for you? Evaluate Your Attitude toward Other People Attitude is a little thing that makes a big difference. —Winston Churchill Are you taking a consistently positive attitude toward other people? Here are some ways you can check this out. Are you sincerely interested? Do you talk about their needs and their problems? Sincerity can't be faked. Do you look at others' point of view? How they feel, why they feel that way, why they think and act as they do? Do you study them? Are a good listener? Are you able to cooperate to achieve common goals? Are you a good team player? Attitude Reflects Positively and Negatively Attitude affects every aspect of your life and your job. A good example is safety in the workplace. A negative attitude can lead to: • Carelessness. "It doesn't really matter." • Ignorance. "I didn't know that would explode." • Fatalism. "If it happens, it happens." • Cynicism. "All these films and posters are just kids' stuff." • Laziness. "It's too much trouble to wear that hard hat or eye guard or those protective shoes." • Recklessness. "Danger is the spice of life." Or, "I like to live on the edge." • Overconfidence. "I haven't been hurt in twenty years; it's not liable to happen now." On the other hand, a positive attitude leads to: • Planning ahead. "It may take a little longer, but I'd rather do it the right way and be safe." • Encouraging others. "I want to know what your goals are, because I want us both to improve." • Showing appreciation. "Thanks for that suggestion." • Thoroughness. "I want to do it right the first time so nobody gets hurt here." • Conscientiousness. "I want to fix this now so I don't forget and it might be a hazard to someone." • Alertness. "If I concentrate and am careful now, it'll be safer for everybody concerned." Success requires more than talent. While talent and knowledge are essential, the key that unlocks them both is your state of mind. Being positive makes you more dependable. When you are positive you will find that you instinctively respect others, and are therefore more considerate. You will have pride in your own work, and you will give credit to others where it is due. You will help them do their job more efficiently where possible and you will share your enthusiasm with those around you. Even a smile will transmit encouragement to others—and this will be picked up and fed back to you. Recognize that the enemy is usually within and that the first step in analyzing attitude is to start with yourself. Make Up Your Mind to be Positive All human beings can alter their lives by altering their attitudes. —Andrew Carnegie Learn to find pleasure in simple things. Make the best of your circumstances. No one has everything, and everyone has something of sorrow intermingled with the gladness in their life. The trick is to make the laughter outweigh the tears. Don't try to avoid all risks. Don't think that somehow you should be protected from misfortunes that befall others. That's not liable to happen, and you'll be disappointed when you find out that it doesn't. The future is always uncertain.