



how are you perceived?

perception - a way of regarding, understanding, or interpreting something or someone

How do people perceive me? What's the big deal?

If you can work out how others perceive you, you can understand how you come across to them. This matters. If you get it wrong, it could be the reason why some people see you as lacking in confidence or as arrogant. If you get it right, you can start to think about adapting your behavior so that their perception of you is what *you want it to be*.

Not taking account of how others perceive you may have a serious impact at work or in your social life.

If you can work out how others perceive you, this will help you to:

**Be influential when dealing with challenging people.
Come across with impact and be noticed at meetings.
Feel in control when you are out of your comfort zone.**

Define how you want to be perceived in three adjectives and then embody them Perception is the copilot to reality. You might be the best darn employee the world has ever known — but unless people see that when they look at you, it won't matter. This can affect the decisions people make about you, like whether to accept your project proposal or opinion, or even a spot on a team project.

Pick three adjectives that you would like people to use to describe you when you are not in the room. And pick three adjectives that are absolutely consistent with who you really are, that are also valued in your organization. Where they intersect is how you must behave consistently if you want to train people to think about you in a certain way.

Understand what success looks like and then match (or surpass) it Before you can wow anyone at work, you need to know what the criteria for success look like. Whenever you start a new assignment, work for a new boss, go to a new department, or start with a new company, always ask the question 'What does success look like in this role?'

Strengthen relationships in your workplace There are two types of currency in the workplace: performance and relationships. And performance can only take you so far. After a certain point, the people around you will become accustomed to your level of excellence, so even your best work won't seem as impressive anymore. To counter this, you've got to build strong relationships as well. *The effort you put into your working environment will solidify your place there as someone worth knowing, and worth watching.*

Don't be afraid to take risks If you consider yourself a great employee in the 21st century, you must be comfortable taking risks. The issue with keeping your head down is that you submerge your voice, and your voice is at the heart of your power.

Every employee will face a risky situation sooner or later. You might need to have a difficult conversation with a manager. Maybe you want to propose an initiative to your boss that might not achieve the results you're hoping for.

Think about it: What's the worst that can happen if you take a risk and it doesn't work out? So you fail. But guess what? Failure always brings you a gift, and that gift is called *experience*.