Serendipity or Hard Work: Does luck play a part?
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Successful people

- Write down the names of the first 5 people who come to your mind as being successful.
- Do they have anything in common?
- What makes you think of them as successful?
- How do you think they became successful?
Key qualities

• What have they achieved?
• What hurdles have they had to overcome?
• Comments on their level of skill/ability?
• Any specific personal qualities?
• Their effect on the lives of other people?
• Something very individual they bring to life?
Determinants of success

• Self
  – Qualities, skills, expertise and drive

• Context
  – Organisational, global, local or other

• The idea
  – Nature, value, need

• Something sinister?

• Being in the right place at the right time!?
Personal qualities for success

- Self-awareness
- Problem solving
- Creativity
- Positive attitude
- People skills
- Teamwork
- Leadership
- Negotiating skills
- Desire to succeed
- Cope with uncertainty

- Do what it takes
- Emotional intelligence
- Manage stress
- Change flexibility
- Self-confidence
- Broad range of personal interests
- Risk Management
- Ingratiation?
- ‘Friends’?
Congruence

- Vision
- Motivation
- Valued influences
- Sources of inspiration
- Short term goals, targets and milestones
- Values and beliefs
- Attitude of people around
- Means and resources
- The current situation
Sources of motivation...

- Long term vision
- Short term goals
- Will to win
- Values
- Sources of inspiration
- Significant others
- Desire to do good
- Achieving small successes
- Recording successes
- Reward for completing a stage
- Enjoyment of the activity
- Something to keep the interest
- Support of others
- Someone to monitor progress
- Win at all cost?
Taking responsibility

• ‘They’ …
  – Make me
  – Take the 1\textsuperscript{st} step
  – Shouldn’t put me in this position
  – Set these deadlines
  – Need to help me more
  – Started it
  – Design these so badly

• ‘It’
  – Is too difficult
  – Is too soon
  – Is too complex
  – Overwhelms me
  – Won’t work
  – Is a waste of time
  – Keeps doing this wrong
  – Is doing my head in
Critical incidents

- Valuable lessons to be learnt
- The learning organisation
- The culture needs to be right
  - No fear or toxicity
  - No public floggings
- Mistakes or learning opportunities
- The ‘them’ is the ‘us’, the ‘us’ is the ‘them’
- Team work and working to the same end
The basics

• Know your business in depth
• Develop a solid business plan
• Manage financial resources
• Understand financial statements
• Learn to manage people effectively
• Set your business apart from the competition
• Maintain a positive attitude
The creative process

- Preparation
- Investigation
- Transformation – similarities & differences
- Incubation
- Illumination – the light bulb moment
- Verification
- Implementation
"I'm looking for a mentor who can show me how to get rich without boring me with a lot of advice."
Mentor

- Greek mythology
- Homer’s Odyssey
- Friend of Odysseus
- Was placed in charged of Telemachus when Odysseus left for the Trojan war
- Guide and protector
- Sounding board
- Advisor
Mentoring

• Famous mentors and mentees
  – Plato to Aristotle
  – Aristotle to Alexander the Great
  – Fidel Castro to Hugo Chavez
  – Mahatma Gandhi to Nelson Mandela
  – Issac Asimov to Gene Roddenberry
  – Professor Dumbledore to Harry Potter
A good mentor

• Focuses on:
  – Goals
  – Opportunities
  – Expectations
  – Standards
  – Assisting in fulfilling one’s potential
  – Building self confidence
  – Identifying strengths and promoting them
  – Improving career success
Unintended inventions

- **The slinky** – Richard Jones, Naval Engineer
  - Meter designed to monitor power on naval battleships
- **Penicillin** – Alexander Fleming, Scientist
  - Wonder drug that could cure diseases
- **Chocolate chip cookies** – Ruth Wakefield, Inn owner
  - Wanted to make regular chocolate cookies but ran out of cooking chocolate
Unintended inventions

- **Potato chips** – George Crum, Chef
  - Plate of fried potato for a grumpy customer

- **The Pacemaker** – John Hopps, Electrical engineer
  - Researching hypothermia, was wanting to use radio frequency to restore body temperature

- **Microwave oven** – Percy Spencer, Engineer
  - Radar related research with a vacuum tube
Unintended inventions

• **Saccharin** – Constantine Fahlberg, researcher
  – Working on oxidation, forgot to wash hands

• **Fireworks** – Unknown cook in China
  – Experimenting with different materials in the kitchen!

• **Scotchgard** – Patsy Sherman, Chemist, 3M
  – Working on rubber material that would not deteriorate from exposure to jet fuel. Dropped some on her shoe.
Unintended inventions

• **Corn flakes** – The Kellogg brothers
  – Trying to make a pot of boiled grain

• **LSD as a drug** – Albert Hofmann, Chemist
  – Researching lysergic acid derivatives, unintentionally swallowed some

• **Ink-jet printer** – Canon engineer
  – Accidentally placed his hot iron on his pen, after a few moments ink was ejected from the pen
Unintended inventions

• **Post-it note** – Spence Silver, Researcher, 3M
  – Created an adhesive that was too weak

• **X-ray** – Wilhem Roentgen, Physicist
  – Working on cathode ray tubes, noted fluorescent papers in his lab illuminating

• **Others**
  – Teflon, fingerprinting, ??
Best of luck!

Questions or comments?
Thank you for your time and attention