

SUCCESS: A DIFFERENT WAY

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QUESTIONS?

1. Do you have goals?
2. Why do you work at some goals but not others?
3. Reasons:
 - Who you are?
 - Genetics?
 - Upbringing?

ANSWER:

- IT ISN'T WHO YOU ARE, IT'S WHAT YOU DO.

REASON:

- STRATEGIES ARE DE-RAILED BY HUMAN MISTAKES...

"SUCCESS" TO-DO LIST

"Thing" #1 - Get Specific

- A. Set a number.
- B. What actions are needed?
- C. Be precise, not vague.
- D. Leave no doubt of what the goal is and steps to get there.
- E. Identify obstacles in the way.
- F. "Mental Contrasting" needed.
 - Create/feel a vision
 - Create a need to act
 - What will it be like to achieve

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #1 - Putting It Into Practice: Get Specific

- 1. Write down your goal.***
- 2. How will you feel when have succeeded?***
- 3. Go back and rethink and rewrite your goal.***
- 4. What are two positive aspects of reaching your goal?***
- 5. What are two obstacles that will get in the way of your goal?***
- 6. Reflect on the why, how, and when of your goal process.***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #2 - Seize The Moment To Act On Your Goals

A. When will action take place?

B. Where will action take place?

C. "If-Then" planning.

- If X happens, then I will do Y
- Create contingencies
- Temptations/distractions will happen
- How will you deal with them?

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #2 - Putting It Into Practice: Making "If-Then" Plans

1. *Identify a critical action you need to take to each of your goals.*

2. *When and where should you take this action? What is the critical situation?*

3. *Put it all together:*

If _____

Then _____

4. *Identify an obstacle.*

5. *How will you handle it?*

6. *Put it all together:*

If _____

Then _____

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #3 - Know Exactly How Far You Have Left To Go

- A. Requires honesty and monitoring by you and others.
- B. Feedback is crucial to motivation.
- C. Discrepancy: Where are we now and where do we want to be?
- D. Feedback is also self-monitoring.
- E. Feedback is self-assessment.
- F. Feedback is best when you decide its best.
- G. Focusing on "past" accomplishments is detrimental to achieving your goals.
- H. Add value to "congrats" on a "completed" goal!

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #3 - Putting It Into Practice: Monitoring Your Progress

- 1. Decide frequency of assessment.***
- 2. Determine where assessment will come from.***
- 3. Create reminders to assess.***
- 4. End assessments by looking ahead, what still needs to be done to reach your goal?***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #4 - Be A Real Optimist

A. Think positive.

B. Don't underestimate the enemy.

C. Goals require:

- Time
- Planning
- Effort
- Persistence

D. You must believe in the goal, process, and your abilities.

E. It will NOT be easy!!!

F. "Make" things happen.

G. Be a "realist."

H. Realistic optimist vs. un-realistic optimist.

I. Visualize the "steps" you will take to success, not success itself.

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #4 - Putting It Into Practice: Be A Real Optimist

- 1. Reflect on everything.*
- 2. Prepare for the obstacles.*

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #5 - Focus On Getting Better, Rather Than Being Good

- A. Believe in your abilities, and...
- B. Believe you can get the ability!
- C. Embrace "change."
- D. Goal is to get better, not to get "good."
- E. Allow mistakes, you will make lots of them.
- F. Experience of the process of getting better is more enjoyable and valuable than the experience of being "good."
- G. Make it/develop positive interest.

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #5 - Putting it Into Practice: Focus On Getting Better, Rather Than Being Good

- 1. Takes time, you will make mistakes.***
- 2. Turn to experts for help.***
- 3. People/resources around you are important.***
- 4. Avoid comparisons.***
- 5. Stop complaining...***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #6 - Have Grit!

Grit - "Willingness to commit to long term goals and to persist in the face of difficulty."

A. Grit is a predictor of success.

B. We can "learn" grit

C. Success is not innate.

D. We all want to be a little more _____!

NATURE OF ABILITY

- A. Entity Theorists: Abilities are fixed, innate.
- B. Incremental Theorists: Ability is malleable, it changes with effort and experience.
- C. One is wrong, two are correct.
- D. To gain more ability, you need more GRIT!

NATURE OF ABILITY CONTINUED

E. You Need:

1. Deliberate practice.
2. Give up giving up.
3. Better effort.
4. Better organization.
5. Belief in the possibility.
6. Examine your beliefs, challenge them.

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #6 - Putting It Into Practice: Have Grit!

- 1. Decide what needs to improve.***
- 2. Do you believe you can improve?***
- 3. Challenge the "entity thinking" within you.***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #7 - Build Your Willpower Muscle

A. Self-control "muscle" is important.

- Exercise it!
- Grow stronger and stronger
- Help reach goals

B. Take on a challenge that requires something you'd rather not do.

C. Difficulty at first, easier as it goes.

D. "Resisting temptation" is the key.

E. Willpower to run a country, but not to give up smoking!

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #7 - Putting It Into Practice: Build Your Willpower Muscle

- 1. Rest your willpower.***
- 2. Lift your own spirits by doing something "fun."***
- 3. Willpower muscle will grow stronger with regular use.***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #8 - Don't Tempt Fate

- A. We/our willpower are limited.
- B. Don't overtax either.
- C. Resist temptation.
- D. What we want is usually different than what we need.
- E. Know your limitations.
- F. Make your own "happy hour."
- G. Make an "If-Then" plan.
- H. Know when to stop: "Betcha can't eat just one more" (Lays was not kidding).

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #8 - Putting It Into Practice: Don't Tempt Fate

- 1. When are you most vulnerable to temptation?***
- 2. Tackle willpower challenge one at a time.***
- 3. Avoid the "just one" trap.***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #9 - Focus On What You Will Do, Not What You Won't Do

- A. Focus on the "alternative."
- B. Replacement - Replace a negative behavior with a positive.
- C. Ignore - Block out unwanted feelings, replace them.
- D. Negation - Plan not to perform negative behaviors, replace them.

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #9 - Putting It Into Practice: Focus On What You Will Do, Not What You Won't Do

- 1. Refrain from what you will not do, decide what you will do instead.***
- 2. Make an "If-Then" plan.***
 - "If I feel the urge to _____, Then I will _____ instead."***

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #10 - Join The Band!

- A. Provides you with the opportunity to grow.
- B. Challenges you to improve.
- C. Asks you to reflect and asks who you are..
- D. Provides a plan to "practice" what is good.
- E. Provides opportunities to discover who you are.
- F. Is FUN!

"SUCCESS" TO-DO LIST CONTINUED

"Thing" #10 - Putting It Into Practice: Join The Band!

- 1. Team atmosphere.*
- 2. Networking.*
- 3. Leadership Opportunities.*
- 4. Challenge "You."*
- 5. Pay forward. Legacy.*
- 6. L.I.B.T.Y.F.I.*
- 7. Change you, your world, your career, your thinking.*

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