

HOW TO SUCCEED IN BUSINESS IN 2013: A 5-STEP APPROACH



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In the spirit of Socrates, who said "an unexamined life is not worth living," even the busiest among us is likely to pause as the calendar turns over to reflect on our life's work. Are we where we want to be in terms of industry, organization, position and rewards? Is this the year to make a big move? What are the risks of staying versus moving to another opportunity? What are the chances of grabbing the brass ring in the coming year?

Whether you are looking to make a career move in 2013 or simply advance in your present company, it pays to take a moment to look in the mirror and examine your place, your contribution and your value in the workplace. In doing so, it is important to ask yourself several critical questions:

1. To what extent are you indispensable to your employer? If your answer is "not very" or "I don't know," determine what you need to do to hone your skills, model best practices and become known for your unique value to the organization.
2. What impact does your performance have on the business? Take a step back from your role, function and department and evaluate your worth. It may be that you are improving the top or bottom line either by increasing business or through operating efficiencies. The answer to this question may inform your answer to question 1.

3. Have you surrounded yourself with smarter people? If not, look for the opportunity to do so. In my experience, those who surround themselves with smarter people are regarded as better, not weaker, within the organization.
4. Are you as patient as you should be? It is a given that work situations can be difficult, and it's not unusual to have a bad day, week or month. Perhaps you have a new boss and are having a challenging time adjusting to a new management style or business strategy. Before making a move, evaluate whether your job dissatisfaction is temporary or permanent. Determine what you might be able to do to correct or eliminate it.
5. Are you good to work with? Benevolence can never be underestimated. If you lead by positive example you are more likely to quickly build a fan club of people who will be more than happy to make you successful.

An honest self-evaluation is a wise first step in managing the progression of your career. I am quite certain that Socrates would agree.