Alumni Career Book Discussion

Before Happiness:
5 Actionable Strategies to Create a Positive Path to Success
By Shawn Achor

Nikki Barnett
Senior Career Consultant for Alumni
Thursday, Jan 29 from 6 – 7pm
Welcome, SBU alumni! Alumni Career Services is pleased to offer you a variety of lifetime career services, tools, and resources. We hope you will find this information helpful whether you have recently graduated, are looking to enhance your skills and training, or are ready to make a career change.

SBU alumni may use most Career Center services at no cost: programs and events, employer information sessions, job fairs, career coaching and counseling appointments, career assessments, and ZebraNet, the SBU job/internship database. On-Campus Recruiting (OCR) is typically limited to current students, but at employers’ discretion, may be open to new graduates up until one year after graduation.

Winner of over a dozen distinguished teaching awards at Harvard University where he delivered lectures on positive psychology in the most popular class at Harvard.

Shawn has become one of the world’s leading experts on the connection between happiness and success.
Explore Our Signature Courses

- A Mutual Gains Approach
- Architecting the Future Enterprise
- Analysis of Business Problems
- Critical Thinking and Decision Making
- Leading Breakthrough Change
- Understanding the Financial Impact of Operating Decisions
Happiness. It's winnable.
The Power of Positive Genius

- **Skill #1**: Choose the most valuable reality
- **Skill #2**: Mapping your route to success
- **Skill #3**: The X spot: Find success accelerants
- **Skill #4**: Noise canceling: Eliminate negative noise
- **Skill #5**: Positive Inception: Transfer to others
POSITIVE GENIUS

AREAS OF SUCCESS

Emotional (HOW)

Social (WITH WHOM)

IQ (WHAT)

YOUR REALITY
Our brains are constantly interpreting information

- We choose what to attend to, and what huge chunk to dismiss or ignore; our reality is a choice

The better your brain is at using its energy to focus on the positives, the greater your chances at success

- **Positive Genius** = the amplifier of all your intelligence (IQ, EI and SI) and the precursor to how you see your reality
- **3rd Dimensions** = see that positive success is possible

Anyone can become a positive genius – it doesn’t matter how many advanced degrees you have
How do you see this glass?

See the full pitcher!
Skill #1: Choose the most valuable reality

There are multiple realities
What reality do you *choose* to see?
Your reality is a choice!
• Do you believe we have control over how we see our reality?

• How do you think we can bring light to alternative (positive) realities?
Strategy #1: Recognize Alternative Realities

Rethink Stress – Create Anchor Points!

Exercise: The Coffee Cup Experiment
Strategy #2: Add Vantage Points

- Perspective is in the details
- Gain perspective in your sleep
- Master the switch between realities

*(Kanizsa Triangle)*
Seeing both realities is not enough, we need to development the ability to select the most valuable reality.
Strategy #3: Pursue the Most Valuable Reality

- The positivity ratio – 3:1 / 5:1
• Make stress work for you
• Cross-train your brain by adding vantage points
• Seek diverse voices
Skill # 2: Mapping your route to success

Strategy 1: Highlight Your True Meaning Markers
Strategy 2: Reorient Your Mental Map
WHAT'S YOUR MENTAL MAP?

A MENTAL MAP

THE MAP EXPLAINS THINGS; HOW THEY WORK, AND HOW TO WORK THEM

SITUATIONS
EVENTS
CONTEXTS
INTERACTIONS ETC.
Happiness = “the joy we feel moving toward our potential.”

Lack of meaning robs us of joy and our ability to use all of our intelligences.

- Our mental maps guide our daily decisions and actions
- When your map is based on meaning markers = productivity increase 31% and stress levels drop dramatically
- Lack of meaning leads to apathy, depression, burnout and ultimately failure
What do you find most engaging in your workday?

What is the first thing that excites you, in the morning?

What are the skills you hope to improve by reading this book?

The answers to all of these questions will help you create your meaning map.
REORIENT YOUR MENTAL MAP
Orient your mental map to include people, placing and things that are missing.

Could your map be missing important markers that would help you navigate your path to success?

Watch out for Map Hijackkers!
Negative attitudes in our lives that lower our overall happiness and success.

Ask yourself, why is this meaningful? What positive effects does this have on your life?
Skill # 3: Finding Success Accelerants
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Strategy 1: Zoom in on the Target (Proximity)
Strategy 2: Recalculate Thrust (Energy Required)
Strategy 3: Magnify the Target Size (Likelihood of Success)
1. Change your perspective of the finish line.
2. Identify your X-spot and create mini goals.
3. Give yourself a head start.
4. Be objective and use champion moments.
5. Make your goals visual.

Do you already use these strategies? How do they work for you?
Skill # 4: Eliminating Negative Noise

Strategy 1: Recognize the Signal
Strategy 2: Stop the Addiction Noise
Strategy 3: Cancel the Internal Noise

**Signal** = information that is true and reliable and alerts you to opportunities.

**Noise** = anything that distorts your positive reality and distracts you
The Four Criteria of Noise

- **Unusable**: Your behavior will not be altered by the information.

- **Untimely**: You are not going to use this information at that moment, and it could change by the time you do use it.

- **Hypothetical**: It is based on what someone believes “could be” instead of “what is.”

- **Distracting**: It distracts you from your goals
TIPS FOR REDUCING NOISE

- Leave the radio off for the first five minutes of being in the car.
- Turn off the car radio while talking to people.
- Mute TV and Internet commercials.
- Remove news media links from your bookmark tool bar.
- Limit watching of prediction news.
- Do not read articles on tragedies that cannot or will not affect your behavior.
- When working, listen to music without lyrics.
• Noise-check your life
• For two-weeks, try to decrease your information intake by just 5 percent
• Create active noise canceling
• Fact-check. Keep worry in proportion
• Do a five-minute writing exercise.
• Exercise. Decrease stress by 20%
The Power of Positive Genius

• **Skill #1**: Choose the most valuable reality
• **Skill #2**: Mapping your route to success
• **Skill #3**: The X spot: Find success accelerants
• **Skill #4**: Noise canceling: Eliminate negative noise
• Did you learn something new?
• What is something you are going to change, as a result of this workshop?
Thank you!

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