

THE EXTRA POINT

BY JERRY ROBERTS



990 Making Your Boss Like You – Part 2

Does your boss like you? Would you like it if your boss liked you more? Today, part two of our conversation on getting the boss to be all smiles when it comes to you. I'm Jerry Roberts, and that's next, on The Extra Point.

Getting the boss to like us more. How do we do that? Yesterday, in part one, I talked about my first manager, Big Ed, and the things he told me.

Ed wanted people to show up on time, don't waste time, and ask questions if they weren't sure what to do. He also wanted everyone to buy into the idea of personal accountability.

That would translate to giving him and the company my best eight hours every time I came to work. In addition, growing skills was on me, not just the company. I was expected to do some skill building.

So, what else can we do to get the boss to look upon us favorably?

Number two on my list is to appreciate and enjoy success, but have a desire to analyze failure.

When the quarterback throws the touchdown pass to win the game, running the play just the way the coach drew it up, it's time to celebrate. Will the team look at the video to see that the play happened just as outlined? Sure.

Now, what if something went wrong, and it resulted in disaster, and led to losing the game? Do we want to look closer at what happened? Did somebody miss a block? Did a receiver go left when he was supposed to go right?

One small thing, one minor mental lapse, can be the difference between victory and defeat, and managers want players who hunger to know not just what happened, but what to do next time to ensure success.

Are you that kind of player? Do you hunger to know why something fell short? Do you have a great desire to find the fix?

You might recognize this as an extension of the personal accountability issue. If you do, then you score an extra point because you're right.

Know this, a boss who needs to break down and reconstruct failures, loves company, and they'll love that you need to know "why" just as much as they do.

Next up, number three, show you care. This is your working home, and you treat it as such.

The condition of the place, utilizing its resources, the happiness of customers, vendors, and coworkers, matters to you. "Matters" isn't the right word. It's "personal" with you. You take the overall success of the organization personally.

Coming Monday, I'll have one more item for this list on how to get the boss to like you more. It might be the difference maker for you. It might just be the thing you can do that makes a huge change in the relationship you have with your boss.

I'll tell you this, in a lot of cases, it's either the dealmaker or the dealbreaker.

That's the Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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