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Get smart brian tracy pdf

Discover the secrets of how to think and act like the most successful people in the world and reap the benefits! In today's ever-changing world, you have to be smart to go forward. But the average person uses only about two percent of his mental abilities. How can we learn to unleash the full potential of our brains to maximize our capabilities, as do the most successful people? In *Get Smart!*, renowned success expert and bestselling author Brian Tracy shows simple, proven ways to harness our natural thinking talents and abilities and make quantum leaps to achieve our dreams. In this indispensable guide you will learn: Train your brain to think in such a way as to create successful results Recognize and use growth opportunities in any situation Identify and eliminate negative patterns that hold you Plan, act and achieve goals with greater accuracy and speed, whether you want to increase sales, strengthen creativity or better navigate unexpected changes in life, *Get Smart!* help you use your powerful mental resources to get the results you want and reap the benefits successful people enjoy. Think and act as the highest paid, most successful people in every arealn business and in life, you have to be smart to go ahead. As things shift and change, you need to tap into your brain and learn to think smartly to make sure you maximize your capabilities. Regardless of whether your goal is to make more sales by coming up with better business plans, or just finding ways to make extra money, *Get Smart! Will* serve as your personal express lift going straight to the top! In this book, readers will read about: The latest brain research on how to think, in order to get results Practical, easytounderstand tips and immediate action steps and exercises How to train the brain to think properly and help create a bright future Clicking on the power of positive thinking and How to use the true potential of the human mindMjn business, guru, author and performance expert Brian has developed tricks about How to reconfigure your negative thinking patterns and habits easily, and reprogram your brain to reach its maximum potential. Brian Tracy is one of the best carriers of self speakers of all time, bestselling author of 70 books and a human potential expert. He has advised more than 1,000 companies and communicated with 5,000,000 people in 65 countries. Brian is chairman and CEO of Brian Tracy International, and his goal is to help you achieve your personal and business goals faster and easier than you ever imagined. Give me hours to cut down the tree, and I'll spend the first four sharpenings of the axe. - Abraham Lincoln - Your ability to think clearly defines the decisions you make and the actions you take. In *Get Smart!*: How to Think and Act Like A successful and the highest paid person in every field, author Brian Tracy presents ten different ways of thinking that allow better decision-making. The best solutions free up your time and improve results. At Farnam Street, we believe that a multidisciplinary approach based on mental models allows you to assess situations from different perspectives and profoundly influence the quality of your decisions. Most of us slip into the comfort zone of what Tracy calls easy thinking and decision-making. We use less than our cognitive abilities because we become lazy and move on to simple conclusions. It's not about being faster. I do not agree with the belief that solutions must be, above all, quick and effective. A more effective approach must be effective. If it takes longer to come to a better decision, so be it. In the long run, it will pay off again and again with fewer diners, more free time, and less anxiety. In *Get Smart*, Tracy does a good job of showing people a number of simple, practical and powerful ways of learning the situation to improve the chances you make the best decision. Let's take a look at some of them. 1. The long-term perspective compared to the short term, Dr. Edward Banfield of Harvard University has been studying the increase in economic mobility for almost 50 years. He wondered why some people and families had moved from the lower socio-economic classes to the higher classes and some did not. Many of these people have moved from work to wealth in one lifetime. He wanted to know why. His findings are summarized in a controversial book, *The City's Homeless*. Banfield made one simple conclusion that he had experienced. He concluded that the prospect of time was, in the vast majority of cases, the most important factor. Tracy lifts us here: At the lowest socioeconomic level, lower class, time perspective is often only a few hours, or minutes, for example, in the case of a hopeless alcoholic or addict who thinks only about the next drink or dose. At the highest level, those who were second or third generation rich, their time perspective was many years, decades, even generations to come. It turns out that successful people are strongly oriented towards the future. They think about the future most of the time. [...] A very long-term mindset sharpens your perspective and dramatically improves the quality of your short-term decision-making. So what do we do about it? Tracy advises: Decide today to develop a long-term perspective. Become intensely forward-oriented. Think about the future most of the time. Consider the consequences of your decisions and actions. What could happen? So what could happen? And then what? Practice self-discipline, and self-control. Get ready to pay the price today to enjoy the rewards of a better future tomorrow. Looks like Garrett Hardin has three lessons from actually what we're talking about here is second-tier thinking. 2. Slow thinking If it doesn't need to be addressed, you don't have to deal with it. - Lord Acton I do not know many consistently successful people or organizations that constantly react without thinking. And yet most of us are usually in reactive mode. We react and react to what is happening around us with little or no thought. From the first alarm ring, Tracy writes, we respond greatly and respond to environmental stimuli. It feeds our impulses and appetites. The normal process of thinking is almost instantaneous: stimulus, then immediate response, with no time in between. An excellent thinking process is also caused by stimulus, but between stimulus and response there is a point or more where you think before you respond. Just like your mother told you: Count to ten before answering, especially when you are upset or angry. The very act of stopping thinking before you say or do anything almost always improves the quality of your final answer. This is an indispensable requirement for success. One of the best things we can do to improve the quality of our thinking is to understand when we get the benefit of slow thinking and when we don't. Ask yourself, Does this decision require quick or slow thinking? On the other hand, if we make an acquisition or investment, we want to be intentional. Where do we draw the line? A good label is to consider the consequences. Telling your boss that he is an idiot when he says something stupid will feel very good at the moment, but bear long-term consequences. Don't react. Pause. I think. Act. It sounds simple, but it's not. One habit you can develop to constantly ask: How do we know this is true? For a piece of information you think are relevant to the solution. 3. Informed thinking versus uninformed thinking Beware of attempts to be a great man in a hurry. One such attempt at ten thousand can be successful: it is a terrible chance. - Benjamin Disraeli I know a lot of entrepreneurs and most of them religiously say the same two words of due diligence. In fact, my great friend has a 20 page due diligence checklist. This means that it takes time to make the right decision. You may be wrong, but it won't be because you rushed. Of course, most people who preach due diligence have skin in the game. It's easier to be a cavalier (or stupid) when his head is I win and tails I don't lose much (hello government). Harold Jean, who founded the conglomerate in ITT, said: The most important elements in business are the facts. Get the real facts not obvious facts or alleged facts or hoped for facts. Get real real Facts don't lie. Hell, use a scientific method. Tracy writes: Create a hypothesis - a theory that has not yet been proven. Then look for ways to invalidate this hypothesis to prove your idea wrong. That's what scientists do. It's exactly the opposite of what most people do. They come up with an idea and then they look for confirmation and proof that their idea is good. They practice confirmation of bias. They are only looking for proof of validity of the idea, and they simultaneously reject all input or information that is incompatible with what they have already decided to believe. Create a negative or reverse hypothesis. This is the opposite of your original theory. For example, you are Isaac Newton, and the idea of gravity has just occurred to you. Your initial hypothesis would be that things fall. Then you try to prove otherwise - things fall. If you cannot prove the reverse or negative hypothesis of your idea, you may conclude that your hypothesis is correct. One of the reasons charles Darwin was such an effective thinker is that he relentlessly sought unsubstantiated evidence. As psychologist Jerry Jampolsky once wrote, Do you want to be right or want to be happy? it's amazing how many people come up with a new product or service idea and then fall in love with the idea long before they check whether it's that enough customers are willing to buy and pay. Continue to gather information until the proper course of action is clear, as it will eventually be. Check and double-check your facts. Don't think anything about faith. Ask, How do we know this is true? J. Paul Getty, once the richest man in the world, was known for his approach to making business decisions. He said: We first determine that this is a good business opportunity. Then we ask: What is the worst thing that can happen to us in this business opportunity? We then go to work to make sure that the worst possible outcome does not happen. Most importantly, never stop collecting information. One of the reasons that Warren Buffett is so successful is that he spends most of his day reading and thinking. I call it the Buffett Formula. If you are a knowledge worker deciding your product. Milton Friedman, an economist, wrote: The best indicator of the quality of thinking is your ability to accurately predict the consequences of your ideas and subsequent actions. If there was one message to get Smart, this is another plus in Farnam Street mold to be conscious. Stop and think before you make a decision - especially if the consequences are serious. The more ways you need on the problem, the more you have to understand better. And when you understand the problem - when you really understand the problem - the solution becomes obvious. My friend has a great expression: To understand is to know what to do. Get Smart continues to talk about goal and resulting oriented thinking, positive and negative thinking, entrepreneurial vs. corporate thinking and more. More. get smart brian tracy review. get smart brian tracy summary. get smart brian tracy pdf. get smart brian tracy pdf free download. get smart brian tracy pdf download. get smart brian tracy audiobook. get smart brian tracy free download. get smart brian tracy epub

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