



turning managers into leaders

Merge's Monthly Mega Minute – September 2013

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Merge Gupta-Sunderji turns managers into leaders. Through engaging keynotes and facilitated workshops, she gives people specific and practical tools to achieve leadership and communication success. Contact her at www.mergespeaks.com or 403-605-4756

The similarity between wax and workplace relationships

Wax. It's normally rigid and brittle, but a little bit of warmth can soften it right up, and it can then be molded into any shape you please.

It's a lot like working with people. A little bit of warmth (read: courtesy and respect) can relax and temper your relationships, and make those who work with you more flexible, agreeable and cooperative.

Warning: when it comes to relationships, your intention matters. If you're being outwardly polite simply to manipulate another person, then you'll quickly be found out and your scheming will backfire. However, if you honestly and deliberately treat others with consideration and courtesy, always seeking outcomes and resolutions that are win-win for both parties, then your "warmth" will bring others around to your point of view more often, and also improve the odds of your contributions in the workplace getting the attention they deserve.

Remember, respectfulness is to relationships what warmth is to wax.

So ... do you agree? Do you think that more "warmth" will improve your track record in getting your ideas recognized, accepted and implemented? Please share online at my blog at: www.mergespeaks.com/blog.