



BMCC Center for Continuing Education & Workforce Development

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# Foundation of Success: Proper Positioning

Misha Goussev, PhD  
goussevm@yahoo.com

# Proper Positioning is Key to Success

- Success is a function of many variables, among which, indisputably, are relevant skills and right attitudes.
- In addition to having developed proper attitudes and skills, one must also master the art of positioning in order to be able to realize the benefits of one's training.
- After all, the formula of success presumes the right action by the right person at the right time in the right place.



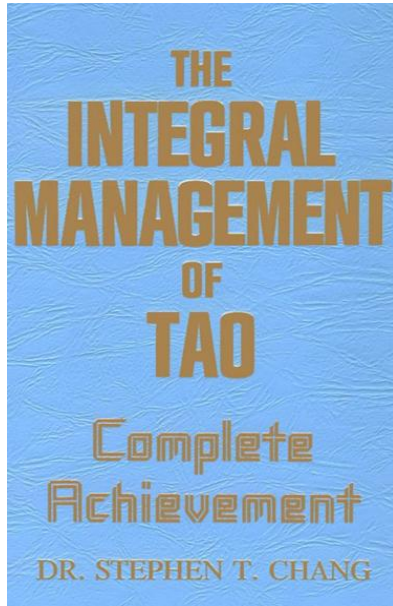
**Success = Right Action x Right Person x Right Time x Right Place**



- A position is a territory where one will have to carry out one's mission and confirm one's ability to perform, negotiate, delegate, organize and deliver results.
- On the other hand, a position is also a source of reward and social status.

# Position Strategies

## For Securing Existing and Gaining New Positions



Note: this presentation references materials provided in the book *The Integral Management of Tao* by Dr. Stephen T. Chang

One of the important objectives in managing one's position is the ability to protect it. The best strategy to secure it is by being needed in this position. The same approach can be equally effective in gaining a new position as well. Taoist sages point out six strategies to be able to achieve these objective:

**Position Strategy 1:** *Save the day.* When organization or superior is in some kind of trouble, confusion, or difficulty, you are the one who is able to discern and analyze the root cause of the problems and put forth the best solution to correct them.

**Position Strategy 2:** *Help creators of new ideas to become recognized.* New ideas or inventions are always coming out, but you are the one who understands and helps their creators be recognized.

**Position Strategy 3:** *Help idle ideas find practical applications.* A theory or solution that can provide tremendous results in one or many areas lies unexercised, but you are the one who discovers it and makes it available.

**Position Strategy 4:** *Settle uncertainty related to important matters.* A situation or matter of great potential is dangling in uncertainty, but you are the one who is able to settle it.

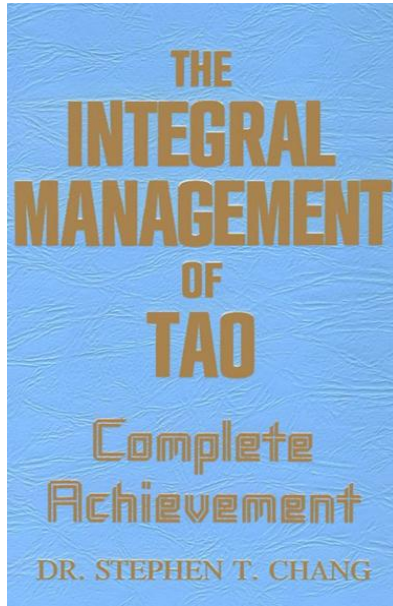
**Position Strategy 5:** *Minimize risk or damage.* Many unwanted problems spring up, but you are the one who is able to minimize the risk or damage.

**Position Strategy 6:** *Confront disasters.* When disaster comes you are the one who stands up and confronts it, putting the organization and superior under your protection.



- Solve problems and manage risk and disasters
- Promote ideas of others and bring forth new solutions

# Combat Blockage Strategies



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Nevertheless, the above strategies, even though extremely effective, do not necessarily work all the time (in fact, according to Dr. Stephen T. Chang, they work for about 80% of the situations). To be realistic, there may be a number of reasons which could block one's advance despite the proper positioning, skills and attitude.

Without getting into the specific reasons of why these strategies may not work, let's just review possible strategies for combating such blockages:

**Combat blockage strategy 1:** *Retreat or leave for good.* According to Taoist Sages, "Retreat is the top strategy. Even a worm or insect knows about using a withdrawal or escape to protect itself." A temporary retreat may help one assess the situation objectively and determine whether one should be there in the first place.

**Combat blockage strategy 2:** *Know the right time.* As success is a function of position and time (among other things), one must know the right time to act. The right timing will help one to ride the wave of success, while the wrong timing is likely to result in frustration and wasted effort. If one missed the window of opportunity it's important to be patient and wait for another opportunity since time is cyclical.

**Combat blockage strategy 3:** *Conquer yourself before conquering the world.* According to Mencius, a Chinese philosopher second only to Confucius, a man must first endure severe hardships, hard labor and all kinds of adversity to be able to handle a great responsibility. If the promotion does not come, it may mean that one is not ready for it yet based on the principle of the universal will.