

Strategy for Enlightened Self-Interest

Self-interest at first blush seems selfish, but it may not be. It is often in your own self-interest to do more for others. Consider the following strategy:

1. ***Clear the path for people above you***; you will eventually clear a path for yourself.
2. ***Make your superior look good***; avoid "showing up" your superior.
3. ***But don't simply make your superior look better— Make superiors be better.***
4. ***Say little, do more: Talk less, do more.***
5. ***Defer taking credit: Give credit to others.***
6. ***Develop ideas: Then give them away.***

All of these actions are investments in your own development; moreover, they have the side benefit of making your superiors look good.

Available at www.waynekhoy.com.