

Success traits: the characteristics of successful people

When we think about successful people– and granted, the definition of success is very likely different for different people– it is inevitable to consider the element of “luck”. There will be “n” number of instances that seem like mere coincidences. Some people call this being in the right place at the right time; others say, it is about making one’s luck. However accidental it might seem, most of these pleasant ‘accidents’ happen because a lot of preparation has gone into making those happen. Steve Tobak, a regular columnist at BNET, makes this very point in his article, The Five Characteristics of Successful People.

Let’s look at these 5 traits Steven mentions that lead people to success, with our own interpretations added in:

a) **Being opportunistic:** Open the door when opportunity knocks; be willing to be decisive and take bold decisions.

b) **Ability to network and persuade people:** The value of this skill cannot be overstated. What you know is important, but who you know is probably more important. The people you know will be able to unlock opportunities and get you to where you want to be.

c) **Having a can-do attitude:** The journey towards success is never a smooth one; it is one that will test one’s spirit, willingness and commitment to succeed to the fullest. A ‘can-do’ attitude is a must.

d) **Being inquisitive:** Success comes to people who seek answers. Be it an entrepreneur, an inventor, a manager – constantly asking the right questions and finding answers to those is critical. The quality of your questions will have a direct bearing on the quality of your answers; the quality of the answers/ solutions that you come up with differentiate you from others. As Francis Crick said, “If you ask big questions, you get big answers.”

e) **Being genuine and open:** If you believe that trust is a vital ingredient for achieving success, it is easy to see the importance of being genuine and open.