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Positive Thinking

# Introduction

It has been said that one’s thoughts control the course of one’s life. What a person thinks, he becomes. Whatever he thinks, he attracts those type of things in his life. Generally, the two types of thoughts are: negative and positive. If a person thinks positive, he is a positive personality. And if one dwells so much on negativity, he becomes a negative person in his life. This thinking pattern has the power to make or break a person, and it would not be an exaggeration that this thinking really shapes the personality of a person. Whatever a person thinks, he become that version of his thoughts and have that kind of things in his life. Here, comes the value of positive thinking and positive approach. If a person invests much time in being positive and optimistic, he receives even more positivity in his life. This positive thinking impacts every sphere of his life and even his business relationships get affected by it. Positive thinking has the power to improve business communication as witnessed around the world. Several studies bear testimony to the point that more success belongs to those who have optimistic approach. Positive thinkers mostly have effective communication skills that they put in use to achieve their milestones. Efficient business leaders are positive in their thinking and they radiate this energy to their team mates as well. This positive energy also becomes a source of development for their colleagues and co-workers. Moreover, the positive thinkers are strong adherents of teamwork. They do not believe in one man show as evident in several studies. They build teams that achieve targets together. In this vein, positive thinking has the power to shape every aspect of life, and it strongly affects business relationships as well. It would not be wrong that positive thinkers are more successful in business relationships than those who do not look to the positive side of life.

# Discussion

Recently, the law of attraction is the new buzzword for the world. It stipulates that thoughts of a person create things for him. Whatever he thinks constantly, he attracts it in his life. Now the choices rest upon him. If he focuses more on problems, he will attract problems. If he spends time in finding solutions to his problems, he will have all those solutions for sure. So, if a person is constructive in his thoughts, he will attract positivity in his life as opined by Ronda burn. She elaborated the idea that positive people have more success and more fulfillment of their dreams because of their thinking behavior as illustrated in (Byrne). And this is equally valid when it comes to business as the power of positivity in business is vital to achieve huge targets. People who are negative cannot achieve their milestones as they keep looking at the closed doors and waste their precious time. In addition, it is also mentioned in the (Peale) that positive thinking is a must-have trait in business. The leaders need to have that positive outlook if they want to excel in their professional careers. Their successful running of the business things on the power of being optimistic in their lives. Hence, positive thinking has huge dividends in business relationships and this corresponds well to the point that optimistic people have more success in business relationships.

This modern globalized world is all about communication and one who holds this key, holds the world. This is the case with positive thinkers who are good communicators. The study explains the point that good communications skills are much more important in business (lemma) and it is a vital skill that needs to be possessed by the managers. Nevertheless, it is generally observed that good communicators are usually those who think positively and then use this power of positivity to run effective business enterprises. Positive thinker have effective communication skills as illustrated in the(*Management Success Skills - Management | AMA American Management Association*). Positive thinkers are equally proficient in verbal and non-verbal communication. They know verbal communication is much important (Guo et al.) and they effectively utilize it in their work. Leaders also focus on non-verbal communication as it also carries much significance. Positive leaders are equipped with strong sense of communication, and they make good use of variety of techniques to convey their messages to those around them. Be it is verbal communication or non-verbal communication, they ace it with their own sense and their own way of being connected with people. Thus, the possession of effective communication skills in business holds the key to success and positive thinkers are already expert in that skill.

Furthermore, leaders are mostly positive in their outlook and businesses are not exclusive to this approach. Time and again, it has been observed that those in powerful positions look to the brighter side of life. Positive leaders do not focus much on negativity and problems, and do not waste their energies in thinking negative and being antagonistic towards everything. Besides, such leaders focus more on the positive aspects and put their efforts in the right direction. The good thing is, they spread this optimism everywhere and they try to instill the same habit in their subordinates as well as highlighted in the (Patel). For this purpose, they employ several techniques such as feedback, motivation and stress reduction methods. They are well-cognizant of the point that motivation, feedback and stress reduction are quite helpful in improving efficiency of the workers. Thus, they do not let their subordinates suffer and they motivate and energize them by making use of many effective business strategies.

Positive thinkers have a strong, positive impact on their colleagues and co-workers. They are not the ones who stand aloof and isolated in the firm. They strongly believe in team-work as it achieves more than the individual effort. Positive thinkers are good teammate as well. The strong and vibrant personalities of positive leaders are the source of healthy life in an organization as workers feels strong enough to achieve any target with teamwork. Positive leaders and chief executive officers develop confidence in people and especially in those working below them. Such leaders help workers to become a better person of themselves and make them more open to life. People feel constructive around them and become more open-minded in their thoughts. This open-mindedness broadens their horizon and they start feel positive about their lives as well. This positive approach of bosses helps workers to see more resources and then they become follower of the abundance mentality. They start viewing resources in a new light and new perspective and then it becomes a source of the improved work as suggested in (Clear). Henceforth, positive thinkers develop traits in their colleagues and co-workers.

Positive thinkers are believers of teamwork. They are like the main line connecting everyone along the path of achievement. They do not want to be the only one who is successful in the firm. In essence, they try and manage their subordinates to the extent that their success becomes a mutual affair. They are good team builders and they have strong teams around them. They are not habitual of behaving like an autocratic leader. Besides, they are more inclined to the idea of “we” rather than “I” as reflected in (Burkus) and they enjoy the reputation of being good team- members as well. They have people-oriented approach and they believe in the democratic leadership. Thus, positive thinkers strictly adhere to the idea of effective team-work.

# Conclusion

In a nutshell, it may be fairly concluded from the above discussion that positive thinkers have better performances in business. They have successful business relationships than those who do not possess such thoughts and mindset. Positive leaders develop strong teams and they are good team members as well. Similarly, leaders in businesses are more constructive in their approach and they radiate their vibrant enthusiasm to their subordinates, which make them more talented, confident and open to the world. Positive leaders and their effective communication skill are their tool which they use to achieve their significant milestones. In this vein, several studies reveal that one needs to be more positive and optimistic in business relationships as its success, indisputably, hinges on the idea of effective communication. Since thoughts of a person create things, so positive people achieve more with their optimistic approach, and this is equally applicable in business relationships without a shadow of doubt.

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