

BELIEVING in Each Other





Introduction & Contact Information

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UNIVERSITY OF NORTH DAKOTA

Quick Facts:

- Located in Grand Forks, North Dakota
- Founded in 1883
- Enrollment Fall 2010 – 14,194
 - Undergraduate Students 11,139
 - Graduate & Professional Students 3,055
- Both a Law School and a School of Medicine
- Fields of Study – 218
- Awards FY 10 \$127 M
- Expenditures \$91 M





Actions

**What you do speaks so loudly
that I cannot hear what you say.**

~ Ralph Waldo Emerson



Actions

“Beginning today, treat everyone you meet as if they will not be here tomorrow. Extend to them all the care, kindness and understanding you can muster, and do it with no thought of any reward. Your life will never be the same again.”

~ Og Mandino



AND More Actions

**The Famous ...
GOLDEN Rule**

~ how do you want to be treated



Definition of a Double Win:

If I help you, I win too...

- A. be all you can be**
- B. cooperate and be creative**
- C. help someone else “get on the scoreboard too”**

~ Denis Waitley




Double Winners Say:

- * If you win, I win too**
- * Earn Respect**
- * Help others solve their problems**
- * Fix what caused the problem**
- * Make life a joyous happening for others and themselves**



Double Winners Say:

- * Learn from the past and work in the present to accomplish goals that benefit everyone's future**
- * Make commitments to themselves and to others and keep both**
- * Reinforce successfully**
- * Share the glory and praise the TEAM**



We need to change our basic definition of “SUCCESS” and “WINNING” from win-lose to win-win. I can no longer simply look out for Number One. I have to look out for you, too, because when I help you win, I win. In fact, we all win together.



Double

Winners

Don't

Keep

Score



It is clear that:

***A POWERFUL shift of Attitude
can alter the whole course
of communication.***



Definition of Attitude:


- ~ manner, disposition, feeling, position, etc., with regard to a person or thing; tendency or orientation, especially of the mind
- ~ position or posture of the body appropriate to or expressive of an action, emotion, etc.



like my attitude?

Send me an email at:

www.like_I_care.com



**** Our Attitude can be seen
before we are even
introduced to someone.**

**** It is the first impression
before we even
open our mouth.**



LIFE

Is

All

About

CHOICES!!



CHOICES...

- I am going to choose to be happy today.
- I am going to choose to SMILE today.
- I am going to choose to be nice today.
- I am going to choose to help someone today.



And More CHOICES...

➤ I am going to do my BEST today.

➤ I am NEVER going to give up.

➤ I am going to:

Do the “RIGHT” thing.



START

- Smile when you talk
- Take the first step
- Always use your manners
- Rule with compassion
- Triumph using co-operation

TEAMWORK is the only way to
break down the walls and **WIN** the game.



How Can We Make a Difference:

- **Return phone calls and emails in a timely manner**
- **Ask for a time line**
- **Provide a due date**
- **Include options if possible**
- **Follow up with Praise**
- **Make sure you do your part AND more...**

I'm out of bed and
I made it to the keyboard.
What more do you want?





How Can We Believe in Each Other

- **Knowledge**
- **Attitude**
- **Earning Trust** - "Earning trust is not easy, nor is it cheap, nor does it happen quickly. Earning trust is hard and demanding work. Trust comes only with genuine effort, never with a lick and a promise."

Max DePree

- **Looking Forward to Work**
- **We need each other**



How Do We Make Others Better?

Faculty

- **Mentor Programs**
- **Ethics and the Responsible Conduct of Research**

Staff

- **Pass on knowledge via work (osmosis)**
- **On line resources**
- **National and Regional Workshops**
- **Talking to our Peers**




Skills Needed to Make Others Believe in Us

Soft Skills

- **Written**
- **Verbal**
- **Face to Face**

Hard Skills

- **Chapter and Verse**
- **Technical Skills (Software etc.)**
- **Accounting Skills**



At The End of The Day We Need to be at Win/Win Why is That?

- **Jobs, Jobs, Jobs**
- **Co-Workers**
- **Departmental Staff**
- **Faculty**
- **Sponsors**



Quotes to Think About

- **In God we Trust, everyone else we Audit**
- **There is no “I” in Team**
- **You are only as good as your weakest link**
- **No Good Deed goes unpunished**



Questions and Comments