Give & Take: A Revolutionary Approach to Success

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WEBINAR OVERVIEW

- Styles of interaction: givers, matchers & takers
- Adopting a suggested approach in the workplace
- How to climb the ladder of success
- Resources and tools for practical application
Givers // help whenever the benefits to others exceed their personal costs

Matchers // aim for an equal balance of giving and getting help

Takers // help whenever the benefits to them exceed their personal costs
Who do you think ends up at the bottom of the success ladder? 

**Givers**

Who ends up at the top of the success ladder?

**Givers**
Evaluate Yourself

Take a self-assessment or ask others to rate you

**Self-Assessment (in progress)**
This assessment provides a look at your reciprocity style using state-of-the-art methods in organizational psychology. For each question, give the answer that comes naturally to you. Your results will only be as accurate as you are honest—and self-aware.

☑ Resume Assessment

**360 Assessment**
Find out if others see you as you see yourself. Send this survey to contacts in your network, who will rate your style. Then perform a comparison against your own self-assessment to see if they match.

☑ Ask Others to Rate You
Definition of success: individual achievements that have a positive impact on others

- Focus on the greater good
- Tap into personal networks to benefit self *AND* others
- Better at cultivating talent; they see talent in everyone
- Use “powerless communication” to get the edge
- Avoid burnout and feeling “walked over” by takers
Actions for Impact

- Test Your Giver Quotient
- Run a Reciprocity Ring
- Help Other People Craft Their Jobs – or Craft Yours
- Start a Love Machine
- Embrace the Five-Minute Favor
- Practice Powerless Communication, but Becoming an Advocate
- Join a Community of Givers
- Launch a Personal Generosity Experiment
- Seek Help More Often
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<td>Help someone who’s lost find their way</td>
<td>Buy a flower for someone who looks a little down</td>
<td>Do some baking for a loved one</td>
<td>Smile at 10 strangers on the street</td>
<td>Write a note to someone who changed my life</td>
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<td>Sing a song to somebody I love</td>
<td>Buy the stranger behind me a cup of coffee</td>
<td>Share this image</td>
<td>Leave a generous tip</td>
<td>Visit an old friend who I’ve lost touch with</td>
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<td>Buy someone’s newspaper for them</td>
<td>Call a family member I haven’t spoken to in a while</td>
<td>Make someone’s day brighter</td>
<td>Open the door for every stranger I see today</td>
<td>Take someone’s picture &amp; tell them they’re beautiful</td>
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Thank you!

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SBU Alumni Career Services

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