

*A person who thinks his job is important  
 Receives mental signals on how to do his job better;  
 And a better job means  
 More promotions, more money, more prestige, more happiness.*

We've all noticed how children quickly pick up the attitudes, habits, fears, and preferences of their parents. Whether it be food preferences, mannerisms, religious and political views, or any other type of behavior, the child is a living reflection of how his parents or guardians think; for he learns through imitation.

And so do adults! People continue to imitate others throughout life. And they imitate their leaders and supervisors; their thoughts and actions are influenced by these people.

You can check this easily. Study one of your friends and the person he works for, and note the similarities in thinking and action.

Here are some of the ways your friend may imitate his boss or other associate: slang and word choice, the way he smokes cigarettes, some facial expressions and mannerisms, choice of clothing, and automobile preferences. There are many, many more, of course.

Another way to note the power of imitation is to observe the attitudes of employees and compare them with those of the "chief." When the chief is nervous, tense, worried, his close associates reflect similar attitudes. But when Mr. Chief is on top, feeling good, so are his employees.

The point is this: *The way we think toward our jobs determines how our subordinates think toward their jobs.*