

Surprising Qualities That Will Help You Get Hired

Summary: *Having more than just the typical qualities will make a big difference when applying for a top job that hundreds of others are also competing for.*



You already know about the **common qualities that will help you get hired** – leadership, integrity, education, etc., but there are other qualities that will make **you stand out for that position** you are applying for. Here are three qualities you should develop that will help get you hired:

- **Ambidextrous brain:** Sir Martin Sorrell, the founder and CEO of multinational advertising and public relations company WPP said, “We live in a world increasingly dominated by data, but if all you can do is read a spreadsheet, you won’t reach the highest level. Success in business means being able to appreciate qualities, not just quantities.”
- **Ability to argue:** Being able to argue a point or idea shows passion and a willingness to fight for what you believe in. Sorrell explains, “An argument is usually a more constructive exchange than a conversation in which everyone wholeheartedly agrees with each other. If a leader is surrounded by yes people they learn nothing. Good people know how to stand their ground and make their case – even when others don’t want to hear what they’re saying.” An effective argument is rational, cordial, and smart.
- **Decision-making skills:** Being able to make a decision quickly is critical to being an effective member of a team and leader. When you take too much time to make a decision, someone else already has made it and is taking the lead. Sorrell further explains this point with, “I used to say, perhaps unwisely, that a bad decision on Monday is better than a good decision on Friday. With the benefit of hindsight I might have modified that to ‘an imperfect decision on Monday is better than the 100% perfect decision on Friday.’ Either way, you get the point.”

When you possess these qualities, an employer will take note and see the potential that you can



provide the company.

- See **Eight Mistakes That Could Keep You from Getting the Job** for more information.

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