



ENCOURAGE EXERCISE #18

Can You Really Achieve Your Goal?

As you pursue either a significant professional or personal goal, it is important to assess and reflect on whether you have the skills and abilities to successfully achieve it. Two important questions to answer as you embark on your goal:

1. Do you possess the required knowledge, skills, abilities and personal characteristics?
2. Would you rate your skills/abilities as equal to, or better, than other people with the same goal?

If you answered, “No” to either question you should consider revising or modifying your goal.

If you answered, “Yes” to both questions check to make sure you don’t fail due to succumbing to one of these five common *goal fallacies*:

- *The Smarts Fallacy*: Thinking that your intelligence or “smarts” translates into other skills and abilities
- *The Passion Fallacy*: Believing that because you have a passion for something or enjoy doing it that you are possess special talent or skills
- *The Hard Work Fallacy*: The erroneous belief that with hard work and practice you can become an expert at anything
- *The Magnification Fallacy*: The belief that your skills, talents and abilities are better than most people
- *The Wishing Fallacy*: The belief that success will come easy