

The 20 Bad Habits Challenges in Interpersonal Behavior

- 1. Winning too much: The need to win at all costs and in all situations.
- 2. Adding too much value: The overwhelming desire to add our 2 cents to every discussion.
- 3. **Passing judgment**: The need to rate others and impose our standards on them.
- 4. **Making destructive comments**: The needless sarcasm and cutting remarks that we think make us witty.
- 5. **Starting with NO, BUT, HOWEVER**: The overuse of these negative qualifiers which secretly say to everyone that I'm right and you're wrong.
- 6. **Telling the world how smart we are**: The need to show people we're smarter than they think we are.
- 7. **Speaking when angry**: Using emotional volatility as a management tool.
- 8. **Negativity, or "Let me explain why that won't work":** The need to share our negative thoughts even when we weren't asked.
- 9. Withholding information: The refusal to share information in order to maintain an advantage over others.
- 10. Failing to give proper recognition: The inability to give praise and reward.
- 11. **Claiming credit that that we don't deserve**: The most annoying way to overestimate our contribution to any success.
- 12. **Making excuses**: The need to reposition our annoying behavior as a permanent fixture so people excuse us for it.
- 13. **Clinging to the past**: The need to deflect blame away from ourselves and onto events and people from our past; a subset of blaming everyone else.
- 14. **Playing favorites**: Failing to see that we are treating someone unfairly.
- 15. **Refusing to express regret**: The inability to take responsibility for our actions, admit we're wrong, or recognize how our actions affect others.
- 16. Not listening: The most passive-aggressive form of disrespect for colleagues.
- 17. Failing to express gratitude: The most basic form of bad manners.
- 18. **Punishing the messenger**: The misguided need to attack the innocent who are usually only trying to help us.
- 19. Passing the buck: The need to blame everyone but ourselves.
- 20. An excessive need to be "me": Exalting our faults as virtues simply because they're who we are.
 - Source: © 2007 Marshall Goldsmith, What Got You Here Won't Get You There, Page 40-41 Hyperion Books. Reprinted with permission.