

Work Hard to Succeed: The Biggest Myth in Business

We've all heard about celebrities and entrepreneurs who claim that the secret to success is dedicating your whole life to work. While working more than a hundred hours per week sounds impressive, this will eventually lead to burnout and long-term inefficiency.

Working smart is more sustainable and effective than working hard. From first-time employees entering the workforce to seasoned entrepreneurs starting their third business, everyone can benefit from more efficient work hours. By optimising your framework, you can maximise your productivity from the effort you put into work.

Taking time to reflect may seem like another self-help scam, but delving into introspection will help you find obstacles that might unconsciously impact your productivity. This activity will help you reflect on how you spend your time at work and identify internal beliefs that might be stopping you from being more productive. You'll also practice various methods for working smart.

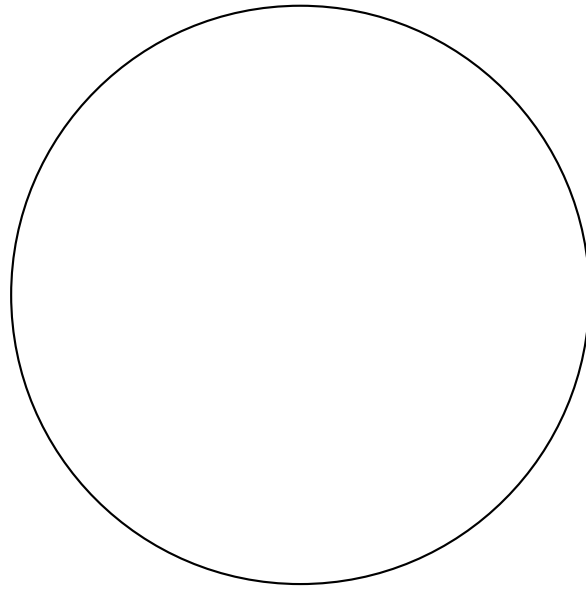
QUOTE TO REMEMBER

'You know, the interesting thing about [flow] is that it's like a muscle that you can build, and you can cultivate it, so you can build states of flow by getting out of hustle'.

Activity: How to Work Smart

How many hours do you work on an average week? How many of these hours were you in a focused state?

Illustrate your productive hours through a pie chart and label accordingly. Reflect on how your productivity could improve with fewer hours.



When was the last time you were in a state of flow? How did flow impact your productivity?
How can you replicate flow in the future?

What are some habits you have that are hampering your productivity? What's your plan for
changing these habits?

What activities have you noticed to boost your productivity? Have you been doing those consistently? If not, write down the activities that you should be doing consistently.

Check your daily work routine. Which activities would be best done in the morning? What activities can you dedicate to your afternoon or evening blocks? Try to modify your routine based on how your energy levels change throughout the day.

Morning	Afternoon	Evening

What are your motivations? Classify them based on whether they are external or internal. How can you cultivate your internal motivations?

External	Internal

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Take a moment to reflect on any limiting beliefs you may have. How can you go beyond your internalised limits?

Start your gratitude journal! List down ten things that you're grateful for today.

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Try to repeat this last exercise for the next few days. After a week, reflect on your journal experience. Did you notice any improvements in mood and productivity?

What You Will Learn from the Activity

Working a hundred hours weekly is increasingly being touted as the next productivity miracle, but is it healthy? Instead of working longer, a better strategy is to work smarter. This activity will help you optimise your productive hours so that you can still find success without sacrificing all of your time for work.

Solving any issue starts with understanding the problem itself. Applying this line of thinking, you need to assess the time you spend working to identify improvement points.

The key to making the most out of your work time is to utilise flow. If you work in a state of flow, you can focus more deeply on what you need to do. Cultivating flow can require changes to your work routines, so it's important to revisit your daily activities.

Internal beliefs also matter, especially since a lot of entrepreneurs have internalised and self-imposed limits. Identifying these mental hurdles and tapping into your deeper motivations can help jumpstart your productivity.

Finally, developing an introspective and grateful personality can set you on the long-term path towards success.