

INDIVIDUAL VALUE IN POSITIVE AND NEGATIVE PROFESSIONAL SITUATIONS

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One of the most delicate aspects of preserving individual value in a professional environment rests in successfully navigating through the positive and the negative workplace situations while maintaining integrity and efficiency, both of which characterize one's professional value.

When it comes to communicating one's individual value in business, one must remember that self-perception causes one's external perception. Awareness and attitude cause life's events and circumstances; when it comes to business communication and individual value, one's perceived sense of value will translate into external perception.

In the professional sense, a display of individual value requires self-confidence, the skill needed to accomplish one's goals, clear judgment and a positive attitude. Any professional interaction maintains or increases one's perceived value and self-confidence.

Positive professional interactions are an excellent vehicle for displaying individual value. Expressing oneself in a supportive, welcoming environment creates an easy path for proving many traits connected to one's overall individual value.

Positive professional interactions are easily created when one successfully accomplishes a work goal; be it finding the necessary information or creating new business-friendly circumstances, a display of individual value at work goes hand in hand with successfully accomplishing set goals.

Simply put, many goals will have to be accomplished throughout one's career. Successfully accomplishing professional goals is a prerequisite for *having* a career therefore individual value must be present and perceived in a person that cares about professional success.

In most negative interactions at work, a sense of value can be rattled on both sides. Both parties involved in a disagreement are subject to potentially damaging their professional relationship or at least causing it to deteriorate, for the time being or permanently.

Negative professional interactions can be dealt with without permanently damaging one's perceived value. However, if they aren't, the person in question stands to lose clients, respect, reputation and the trust of collaborators. Their perceived value is at risk of being damaged.

It is important to be aware of the effect that negative work interactions perceived as excessive can have on professional relationships. In those cases, professional can cross the line into personal as a result of an overly emotional reaction to problems.

Letting emotions take over when it comes to professional relationships may or may not damage one's perceived professional value.

Let's take an example of a specific conflict. Two collaborators can be caught up in a disagreement, regardless of which one of them played by the rules, accomplished/failed to accomplish a goal or

achieved specific results. One of them could have made a clear mistake but still gotten engaged in a conflict while trying to defend their actions and decisions. Even after the conflict has been resolved, it might result in a permanently damaged professional relationship in which at least one side's value has been reduced in the eyes of the other.

Just like completing work goals leads to positive interactions and perception of value, negative results happen due to one side's perceived incompleteness of the set goals. One's perceived value could be damaged as a result. Even worse, damaged professional value can result in contract termination.

Those perceived as professionally valuable gain additional clients, profits and prestige. Others *want* to work with them!

When it comes to negative situations at work, one's perceived value remains strong if they manage to handle themselves with poise, self-confidence and a clear mind. However, nobody's perfect and there might be times when peace is not present in a workplace communication. Regardless, this should be the last resort and the conversation should remain entirely professional, stating only professional arguments. This is the way to avoid an overly emotional reaction and keep one's integrity through a disagreement.

When it feels like a coworker is launching a personal assault on you, an excellent way to display your own value is through focusing on the professional aspects of the argument. Refuse to engage in the personal attack! Your value will be intact and you will have at least attempted to resolve mutual professional arguments. If the collaboration in question collapses eventually, it will not have been because of you; you will have moved onto new and better professional experiences as a stronger communicator.

Your ability to communicate efficiently adds to your perceived value. If you can communicate efficiently in a negative situation at work, knowing how to accomplish your goals, you will add to your value! Even the individual who had started a conflict with you will be able to see that.

Negative professional situations will remain if you give what you'd been given. If a conflict was started with you and you perpetuate it, you will decrease your professional value and prevent yourself from reaching a solution.

On the other hand, managing to resolve the said conflict will add to your value as well as crediting you with finding a solution.