

6 business skills that schools don't teach you

More precisely, these skills are rarely universities that really teach you. You will have to learn and train them yourself.

Universities, more specifically business-related disciplines - finance - economics, teach you how to operate a successful company in theory. However, the market is not as simple as you think and even the knowledge learned if applied to the unskillful reality can become "deadly trap".

There is nothing better than you should explore and cultivate yourself the necessary business skills right now if you are nurturing the dream of becoming a boss. Starting a business or opening a small business is not easy unless you are prepared for everything, including failure.

Here are the six business skills that **the Integrated Entrepreneur Magazine** can hardly find in any textbook. Keep in mind and practice every day so that they become the baggage that takes you successfully on the chosen path.



1. Clearly identify what you need to focus on

EADD , short for **Entrepreneurial Attention Deficit Disorder - Attention** reduction syndrome occurs in business people. They are everywhere and having external symptoms is easy to identify, because, they are creative, have vision. However, they often miss something: **persistent pursuit**.

If you have a bakery, you are a wealth coach and jewelry maker, so what is your real passion? What makes you able to work enthusiastically to produce the best results? You definitely want to succeed with many business ideas in life, but if you try to do it all at the same time, you can't focus on any goal at all.

2. Don't believe the "no" statements of others

When starting a plan to do something really big, they often face a lot of obstacles that are equally big - someone will say that you can never do it and preferably from revoke. Hold on to it. When someone says "*you don't* ." or insists "*your idea is only worth throwing into the trash*", remember that the path you started always has stones. What you do is focus and find a better way to achieve your goals.



It is not enough or not suitable for the journey ahead, but it does not mean you will fail.

Back off, analyze mistakes, test the feasibility of ideas with tools, evaluate it based on the advice of trusted people, analyze the market and do everything to get ready for the trip. next journey.**If dreams and desires are big enough, you can do it.**

3. Start with enthusiasm

Phàm is a business person, there will be times when we are indeterminate, like swimming in the ocean or moving in a valley without knowing the border, what is the final destination; must do things that others do not dare to do and do not support.

Business people, entrepreneurs, entrepreneurs are all human, so there will be times when you are afraid of change. The brain emits this signal to perform its protective function and we choose to fight back or run when confronted with something outside the safe zone, even if instinct tells us that it may be useless. harm.

We are willing to do dangerous work to win a bigger reward for personal gain and the benefit for the company that has built it. Often, the greater the risk, the higher the gain. Don't stick one foot in the lake to check the hot or cold water, jump with both feet.**If you start with a half-hearted effort, you will definitely get a bitter fruit.**



You will get support if you start with the highest confidence and enthusiasm.

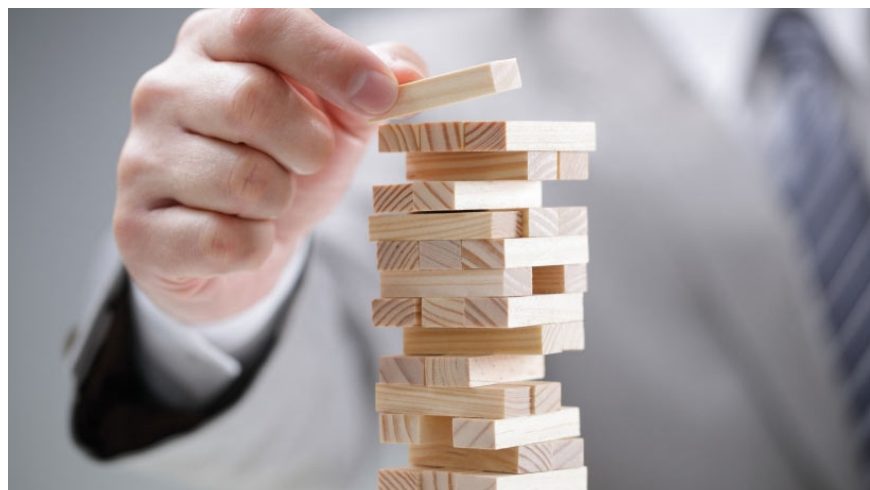
4. Learn to say "no" to yourself

Knowing how to say "yes" to every opportunity, always maintaining a belief although not sure about the future and being brave when making decisions are very important factors in business. However, saying "no" is also essential.

When something distracts you, such as a project or an idea that is not in the original strategy, it is best to say "no" and focus on the main goal. Saying "no" means you have plenty of time to think about what you said "yes" - that's what you need to focus on energy and creativity to accomplish. That's the way to succeed from what you have chosen.

5. Forget perfection

Many merchants, entrepreneurs, even young entrepreneurs are "trapped" by perfection. Business does not operate under such a mechanism. What you need is to move forward, get ready to throw the barriers on the road and keep moving. Accept the mistake, otherwise you will "get stuck" at a certain stage and never grow.



Successful entrepreneurs have a chance to fail before they shine as you see now. The same is true for a writer when they will have to go through many denials before being accepted by a publisher. So keep going and don't give up.

6. Focus on sales

When doing what you like, it is inevitable that you will be immersed in an extremely "romantic" perspective and very beautiful. So is business. Many people who work for passion should do business with them like a red carpet road.

However, they forgot a simple truth: **profit**.

You will have to have enough money to pay employees - who clean up your office daily, calculate data, handle documents, track the market to security guards - real people who work so you have time to think about that "beautiful" future. You need money to run current projects while focusing on product improvement, idea development or outward investment. To be frank, you need to be more serious about the amount of money your company can make every day - that's the revenue - the amount your employees can "purse" consumers.

So, invest in sales teams, train them, train them, both in terms of skills and expertise, and don't forget the rewarding activities. **You, your company and your dream need money.** Always remember that!

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