

# 9 Core Behaviors Of People Who Positively Impact The World



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Look around you and you'll see three kinds of people – those who hate their work, and complain bitterly, those who just tolerate their work and see it as a paycheck and aren't looking for more (or feel they can't have more), and finally, those who love their work, and relish it. The third category is a small subset of all professionals globally, but this group stands out because these are, most often, the people who change the world for the better.

In my work as a success coach and writer, I've had the opportunity to connect with people who've made a true and measurable impact in the world, including well-known experts, authors, researchers, journalists, scientists, innovators, business geniuses, and entrepreneurs. But among this group of world influencers there are also everyday people who have found a special niche in which they've contributed at the highest level.

It's critical to note that people who've made a real difference aren't all privileged, advantaged or "special" by any stretch. Many come from disadvantaged families, crushing circumstances and initially limited capabilities, but have found ways to pick themselves up and rise above their circumstances (and their genes) to transform their own lives and those around them.

Researching these makers, shakers and disruptors, and working with my own clients who shape the world around them in powerful and constructive ways, I've observed **9 core behaviors that set them apart** – habitual ways of behaving and approaching life and work that distinguish them from those who long to make a difference but can't or won't find the way.



**The 9 core behaviors of people who positively impact the world are:**

**They dedicate themselves to what gives their life meaning and purpose.**

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Thousands of people today don't believe in meaning and purpose as something to discover or pursue in life. And others believe in a life purpose but won't take the risk to identify or honor it. Those with positive influence feel otherwise. They have found that there is a purpose to their life, and that purpose usually involves some aspect of turning their "mess into a message," or using what they've learned (often the hard way) as a means of being of service to others. People with a sense of purpose are driven, focused, committed, and lit up from the inside - unable to be deterred or distracted from what they believe is the reason they're on this planet at this time. This sense of meaning and purpose gives them inexhaustible drive and offers guideposts to follow along the path. It informs them of what they

wish to attend to in life, and what they need to walk away from because it doesn't support their higher purpose.

### **They commit to continually bettering themselves.**

People who impact the world for the better know that they are not perfect. They understand how their knowledge isn't "complete" – there are always gaps, biases, limitations and prejudices, and new places to go with their expertise.

Yes, there are powerful narcissists aplenty, but their influence isn't positive or helpful in the long run – it's damaging and destructive. Innovators who positively shape the world come from a "beginner's mind" and a loving, compassionate heart – with an openness to see, learn, and experience new things on the way to being a better servant of the world.

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### **They engage with people in open, mutually-beneficial ways.**

Those with huge positive influence understand the power of relationships, connection, and engaging with the world openly. They're not afraid to get "out there" – connecting with others, sharing their knowledge and talents, offering their authentic and often contrarian viewpoints and opinions. They've pushed beyond any introversion, shyness or reluctance to be who they are, and have learned how to relate well with others and build mutually-supportive relationships that catapult both parties to a higher level. They know that positive, supportive and authentic relationships are the foundational building blocks to anything and everything they want to achieve.

### **They invest time and energy not in what is, but what can be.**

The people I've interacted with and interviewed who've made a positive impact in the world don't settle for conformity. When they see something that agitates and disturbs them, they strive to know more, get to the root of the issue, research and understand the contributing factors, and arrive at new solutions. They observe gaps and mistakes in common thinking and behavior, and trust themselves in their belief that it's time to push the boundaries of what's accepted. They want to affect change because they believe change will bring a better way to live.

### **They embrace critique.**

The most powerful positive influencers don't need or want to be "right" – they want to grow and be more effective. For that to occur, they walk right into critique, and they embrace challenge. They're not afraid to put their work out there for others to poke holes in. They are strong and confident in the face of opposition, yet know how to integrate constructive feedback to strengthen their work and ideas. They engage in open dialogue and welcome scrutiny.

### **They spread what they know.**

We've all met authors or "experts" who keep their knowledge secret, close to the vest. They're afraid to let it out for fear someone will steal it or make money on their ideas. This is the opposite of the positive influencer's mindset. Those who make a true positive difference can't help but share and teach what they've learned. They don't see their knowledge as just some commodity to sell, as a meal ticket or a money maker – they see it as information that has to be shared with the world for its betterment. They believe their ideas and innovations are of use and value to others, and can't help but share those openly, and teach others what they've learned. They live the universal principle – "the more you give, the more you get."

### **They uplift others as they ascend.**

You've experienced, as I have, scores of "leaders" and high-achievers who've gotten where they are by stepping on the heads and backs of those in the way. These are not true leaders or influencers because their power is a sham – it was obtained unethically and is shallow and weak, and can't be sustained over the long

haul. I have encountered power-mongers who were crushing and cruel to their subordinates and I wondered when they would finally reap what they've sown. Over the long term, this day always comes.

On the other hand, people who positively impact the world not only obtain amazing results in their work, but their *process* of obtaining these results – how they operate in life -- is also inspiring and uplifting. They are happy to help and support others, and have an overflow of positive energy that enriches the lives of everyone they work with and connect with. These positive influencers want others to grow. They walk away from “success-building” opportunities that will be hurtful and damaging to others. They know that those unethical, demeaning or destructive approaches go against the very meaning and purpose they're committed to.

### **They view the journey as the goal.**

Positive influencers don't take short cuts or go for the quick buck or easy answer. They don't view some arbitrary goal or outcome as a destination, because they believe there is no end – it's all in the journey. It's about what they're learning, experiencing, and building that helps others, and for that, there is no defined end point. They embrace failure more readily than others as “information” that guides them. They are more fluid and flexible, and more open to the “how's” because their ultimate goal is not about upholding their title, income, reputation, stature or power, but about new ways to help and share what they know.

### **They use their power and influence well.**

Sadly, it's a common occurrence in business today to witness power and influence being wielded as a weapon. It hurts and destroys. Positive influencers use their power well and wisely. They understand the widespread influence they have, the power they have to build up and elevate, or tear down. Those who impact the world for the better are careful and judicious with their words, actions and behaviors. They operate with heart, and care deeply about their leadership and communication process and style, and the influence they have. They take it seriously, as a special honor and responsibility not to be flaunted or misused.

They understand their special role, and accept it with grace, compassion, and care.

Are you longing to make a positive impact in the world? If so, do these behaviors match your own? How are they different?

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