

UNLOCK SUCCESS BY UNLEASHING YOUR PROCUREMENT MOJO

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It's sad, but true, that many people leave their career growth at the mercy of their employers or bosses. People who take ownership of their career destiny are much more likely to attain success; because [once you reach out for your mojo, it reaches out for you too.](#)

Your mojo doesn't care whether you work in Procurement, Finance or the local convenience store. It simply wants to be unleashed and manifested in your success.

Unleashing your procurement mojo is as much about your personal mojo as it is about the procurement work you do. It all starts with you, and the fire of the human spirit in your belly.

Immeasurable capabilities abound in the human spirit, the same spirit that brought us the steam engine, penicillin and the internet; the same spirit embodied in Richard Branson, Michael Jordan, Adele, Oprah Winfrey, Bill Gates and Ellen MacArthur. That same spirit resides in YOU.

Look how far you've come; how many obstacles you've overcome; how many [mountains you've climbed](#), to get to this point in your career. And you have the potential for greater successes.

Whatever your story, whatever your background, you have the capacity to achieve extraordinary things – because you were born with your mojo in you.

Your mojo is your personal gift of inner success, of being the best you can be. But you must unwrap that gift to manifest it in reality.

Passion is a key aspect of manifesting your mojo. When we [have passion for our work](#), it rarely feels like “work”. Do you feel the power of your passion in the work you’re doing? If not, you should ask yourself why. And don’t wait for things to change; change things yourself – perhaps your perspectives, your thought processes, your attitude to the job, or, maybe, even changing jobs and moving to something that gets your juices flowing.

Passion is the critical fuel that’ll sustain you on your career journey, especially in challenging times. And just because things may not sometimes feel like they’re progressing ‘to-plan’ doesn’t mean that things aren’t progressing. There are always two plans unfolding and spurring you towards your mojo: your plan and [a slicker, more intelligent version written by life](#). When both are congruent is when we **feel the ‘flow’** in our work.

You’ll only ever have a good chance of attaining this through your **personal effectiveness** – being effective in how you go about your work and career development, and making the most of your critical resources, e.g., your time, your thoughts and imagination, and your money.

If career success is truly important to you but you invest no time and money on your career development, yet you always watch your favourite TV programme or you always find time for 5-a-side soccer every week,...
Hmmm...

Some people spend more money on their satellite TV or clothes shopping each year than they do on their career development. Would YOU class this as being effective?

Personal effectiveness means doing the right things to get what you want. But do you know what you want? What are **your career goals**? If you have none, then you’re not targeting any particular outcomes. That’s like being on a journey without a destination.

Your goals are the North Star of your career journey. They give you focus on your aspirations, whether it’s to get a promotion in 2 years, to become a director in 1 year, to become CPO in 5 years or to set up your own business in 6 months.

Having a goal without a plan to achieve it sounds delusional. Planning is how you get from A to B. Or how you achieve “X” outcome or result, whether it’s the Panama Canal expansion project or your loft conversion project. It’s the same with your career.

Your **career plan** is a rough draft of your route-map to success. So **stay flexible** to recognise when life is giving you a better scheme of stepping-stones, especially when they're disguised as challenges, which demand **perseverance** and **self-belief**.

Challenges often entail **stretching yourself** and **learning something new**, which is how we grow.

Whether we're dealing with a disguised opportunity or a pre-defined career move, action is what counts. **Take action** to achieve what you want. Don't wait for things to happen; make them happen. Start today – do something specific that will propel you powerfully towards your career goals.

Intentional action is part of [self-leadership](#) and **taking responsibility**. You are the CEO of “My Career, Inc.”. So don't wait for your boss or employer to craft your career destiny; there's only one person who can [unleash your procurement mojo](#) – guess who that is!

Have faith in yourself. And don't let anyone stop you; not even yourself.

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