

The
Success
GPATM

Mawi Asgedom

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**The
Success
GPATM**

**You are more than your
Grades & Test Scores**

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Introduction

Paul had a learning disability called dyslexia that made it difficult for him to read. As Paul describes it, sentences looked like Egyptian hieroglyphics.

After failing second grade, Paul was put in a class for developmentally challenged kids. He was expelled from four different schools and graduated from high school ranked 1192 out of 1200 students.

Another student, Mandy Stephens, got straight A's in high school. Her counselor recommended she apply to top colleges. Mandy attended Harvard University and earned three Harvard degrees – her undergraduate, her masters, and her doctorate.

Paul went on to start a chain of copy centers called Kinko's. He eventually sold the company to FedEx for 2.4 billion dollars! How's that for a kid who failed second grade?

Although Mandy had three degrees from Harvard, at age thirty-one, she was unemployed and had to live with her parents. Mandy knew how to get A's, but she did not have much self-confidence. She froze up in job interviews, and after being rejected a few times, she felt so defeated that she stopped applying.

The point of these two stories is not that grades don't matter. Grades matter. Colleges look at your Grade Point Average (GPA) and your test scores to decide whether you will be admitted. One day, employers will consider your educational background before they hire you. Grades are also one measure of your skill in writing, reading, and math.

But as Paul's story shows, you are more than your grades.

Let's take a closer look at how Paul made it through college.

Paul's college assigned a lot of reading, and Paul quickly fell hopelessly behind. Instead of dropping out, Paul formed study groups with his classmates. Paul did all the extra things like photocopying when the group needed it, and setting up the meeting times. In return, the group helped Paul by explaining the readings to him.

What was Paul doing? He was using the strengths of others to succeed. Paul discovered that knowing how to get "A" students to work with you is even more powerful than being the "A" student. What else was Paul doing? He was solving his problem. Instead of feeling sorry for himself, Paul found a way to graduate.

What if, like Paul, you had power and ability that could not be measured by your grades? What if you could develop your non-academic "power" to help yourself succeed?

The Success GPA

Whether you are an A-student or barely scraping by, you have abilities that your report card cannot measure. Your normal GPA measures your performance in things like math and history. In contrast, your Success GPA looks at the key non-academic skills that drive success.

The Success GPA has three parts called “powers” because they increase your capacity to achieve in all areas of life:

- 1// Awareness Power: Do you know yourself? Can you use your unique personality, your strengths and weaknesses, and your “self-understanding” to make good decisions?
- 2// Social Power: Can you connect with others? Can you create a powerful social network that helps you and others?
- 3// Solution Power: Can you solve real-life problems? Can you tackle difficult challenges and create lasting solutions?

Together, your Awareness, Connection, and Solution powers form your Success GPA.



Here are some situations where the Success GPA matters:

- 1// You want to go on a spring break trip that costs \$750, but you only have \$50 in the bank. Your parents don't have any extra money to give you.
- 2// You think you should start on your softball team, but the coach refuses to give you a chance.
- 3// Your freshman year of college, you realize the roommate you were assigned to is a real pain.

These three situations are quite common, and yet finding a solution will not come from having a high grade in math.

For example, let's see what happened with Carlie, the student with the difficult roommate. Within two weeks, Carlie realized that her roommate Jen's behavior was inconsiderate and a bit out of control. Jen played loud music until 4:30 AM every night, borrowed Carlie's clothes without asking, and kept food in the room until it grew green fungus. Carlie talked to Jen and she said she would change. But nothing happened.

How did Carlie solve this problem? Carlie had made friends with the people two floors below her, and when one of their roommates suddenly had to leave school, Carlie asked if she could move in. They said yes, which meant goodbye to Jen the bad roommate!

Like Carlie, you can use your Social Power to help you get a new roommate, a new job, or a new date. But if all you do is study alone in your room, when you have a problem like an annoying roommate, you'll be stuck.

The Success GPA™ is based on work with more than 1,000,000 students in 40 states. Ongoing research with college students shows that having a high Success GPA increases the chances of getting a job, avoiding credit card debt, graduating from college on time, and many other positive results.

Your Success GPA

In 2002, Fortune Magazine ran a cover story describing that many successful CEOs struggled in school just like Paul did. As adults, these successful CEOs viewed their classroom problems as advantages, because the CEOs were forced to develop non-academic skills.

How about you? What would it mean for you to develop strong non-academic skills that you could use throughout your life? If you're the kind of person who gets great grades easily, how are you doing with your Success GPA? Can you solve real-life problems? Do you have a strong social network? Do you understand your strengths and weaknesses?

Maybe you're like Paul, and you struggle in school. Don't give up. Keep doing your best in your regular classes, and realize the Success GPA gives you an extra way to win.

In the coming pages, you'll learn how to develop each part of the Success GPA. Each of the three sections – Awareness, Social, and Solution – has three parts, so you'll learn a total of nine different ways to build your Success GPA.

As you're reading, keep one thing in mind: For most of the 1800's and 1900's, factory jobs drove the American economy. The main skill required to get these factory jobs was the ability to hit a button again and again.

Today, many of those factory jobs have gone to China or India. The jobs that are left – the good ones anyway – require you to work with others, solve problems, and understand your own strengths and weaknesses. Instead of working at a factory, you are the factory. Instead of assembly lines and machines, your workplace is your knowledge and skills.

Your classes and schoolwork give you one important way to build your “mental” factory. Combine your academic skills with The Success GPA™ and you will give yourself incredible power to shape your future.