50 Human Resources

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Foreword:

I started my first business back in 2015. I am a late 80s, early 90s baby. So by that time I was 25. I was so excited, since I had taken the initiative to separate myself from what I considered to be the"variables" that were hindering my success.

After removing unnecessary distractions, and finding myself, after some of the experiences I had gone through at the time. I finally made it to the point of starting a business. Don't get me wrong, this was not my dream business, not even close to one of the top ideas I wished to start a business. However the idea was solid, and there was little risk involved aside from the absurd turnover on some of my products.

To mitigate my losses, I had invested in products that would retain their value, even if I had to hold onto them for a few months, to a year. Items where, even if I lowered my sell price by over 50% I would still be able to make a profit.

After evaluating my demographic a bit more and finding a good marketplace, I began monetizing my investment.

For the first few months, things moved rather slowly. I was able to make a few contacts and a few sales, but with me working two near full time jobs, I had no spare time to really invest in the growth of my business.

After I let my less impressive job go, I began investing more time into my business, and my sales began to improve. I had more time, so I began to travel out of state to set up relationships with potential vendors and entrepreneurs like myself interested in making some money.

As this was all occurring, my grandfather passed. As one of the few male figures in my life who hs helped to shape my growth, I felt obligated to pay my respects. In the logic of a true salesman, I took my wares with me, in the consideration that my consistency would carry me through the adverse situation that was transpiring.

Suffice to say that my business seemed to take on a life of its own, my sales had increased over three-fold. However I was running more ragged than ever.

I can recall one night where I had given a friend a ride, who didn't have a drop of gas money for me. Due to some mixed directions, we ended up taking a more costly trip than was planned and I ended up at a 24 hr gas station with nothing on me but a dollar in change(scrounged from my seats) and some of my wares in the trunk.

As we all know, those types of locations prohibit solicitation, and police attention was the last thing I needed at 1:00 AM(Being a black man in America). So I went inside and informed the young woman behind the counter of my situation. She appeared sympathetic, and when I explained that I had some products to sell, she happily took a look at them.

After doing so, she informed me that her money was in her vehicle, which would arrive around 2:30 AM with her boyfriend.

So there I was, stranded, with no money, my phone was dead and I couldn't even afford to get myself a charger and call for some assistance. So I waited, I took a walk, there was a bar about a mile down the road, and I went in to buy a drink. They were near closing, so I took my beverage back on the road with me and sipped the cold coke in the early hours of the morning, the odd car passing by now and then, and the sounds of the western tunes belting from the bar faded from hearing as I trekked back towards my stranded vehicle containing over $2000 in merchandise that I had no way of selling to anyone.

Arriving back at my vehicle, I saw that it was nearly time for the supposed boyfriend to show up with the young woman's money. Stepping to their minivan, she informed me that she only had $5, which was 25% of my asking price. It was lower than the cost of the product! I accepted that because I was stranded, with no assistance, and I needed to get home to my family.

I lost money, on top of the hours I spent stuck there. My family was up worried about me, and to top it all off, I had diminished the value of my product.

Considering the value of the product and the situation I was in, I can say that dire straits and a long night had caused my mind to weaken, however the core of it was that I did not understand the core concepts to Human Resources.

They are the individuals with whom business depends on, the workers, the consumers, the marketers. These are human resources, the buyer or the consumer possesses the power to make or break a business. The workers maintain and fortify the business, while the marketers develop the marketplace and sell the business itself as a viable production commodity.

These roles are all played by individuals who make up the Human Resource element of the general marketplace. The traits, ideas and thoughts of these individuals not only shape the marketplace, but are a direct result of marketplace characteristics.

1. Ambitious

Pros	**Cons**

Short-term Value: An ambitious individual is determined to succeed, and they will generally do just about anything to do so. They do not mind taking risks and they see failure as an opportunity to grow and develop towards their ultimate goals.

Long-term Value: They seek results, and have the focus and perspective to take the long view of any encounter. Able to determine if a directive leads towards their current or overall goals through cultivation and discipline.

Asset Value:

2. Articulate

Pros	**Cons**

Short-term Value: This individual is able to connect with individuals throughout your Organization and network, transmitting the information that you feel is most pertinent in a way that a layman would understand.

Long-term Value: In a broader perspective, the value behind this individuals ability to interface with an ever-changing marketplace will become indispensable.

Asset Value:

3. Autonomous

Pros	**Cons**

Short-term Value: This individual needs very little urging, supervision and instruction. They are able to pick up where they left on a project without much issue and are able to notice areas that are performing poorly and lend a hand.

Long-term Value: The most valuable portion of this persona will continue to develop as certain job duties become more natural and have been industrialized to save time. Since there is little need to supervise, there leaves the occasional nudge in the desired direction to give this individual room to grow.

Asset Value:

4. Charismatic

Pros	**Cons**

Short-term Value: This individual is like a flame, and people are the moths drawn to them. They are able to gather people together, whether in the name of a cause or other instance, to generate a universal sense of camaraderie amongst his or her peers.

Long-term Value: This individual holds much influence over people and their trends, by utilizing this towards for the benefit of an Organization or directive, it is possible to generate a message with a resounding effect.

Asset Value:

5. Clever

Pros	**Cons**

Short-term Value: The clever individual is able to connect the dots and utilize context clues to arrive at conclusions without much assistance or guidance. They enjoy tackling problems that require abstract thought and they are able to comprehensively utilize information they have acquired in a variety of situations for the good.

Long-term Value: The cultivation of this individual trait itself does wonders for the group as a whole, serving as a spring board to elevate the general level of understanding during operations.

Asset Value:

6. Competitive

Pros	**Cons**

Short-term Value: This individual brings an uncomfortable sense of structure to the workplace. As the other members struggle to keep up and put up a defense or respond in kind. Effort and energy are put into effect and generate forward momentum.

Long-term Value: Rivalries breed lifelong relationships that help one to grow and get a good idea of from whence they

7. Confident

Pros	**Cons**

Short-term Value:

Long-term Value:

8. Cooperative

Pros	**Cons**

Short-term Value:

Long-term Value:

9. Creative

Pros	**Cons**

Short-term Value:

Long-term Value:

10. Curious

Pros	**Cons**

Short-term Value:

Long-term Value:

11. Determined

Pros	**Cons**

Short-term Value:

Long-term Value:

12. Diligent

Pros	**Cons**

Short-term Value:

Long-term Value:

13. Efficient

Pros	**Cons**

Short-term Value:

Long-term Value:

14. Insightful

Pros	**Cons**

Short-term Value:

Long-term Value:

15. Intuitive

Pros	**Cons**

Short-term Value:

Long-term Value:

16. Meticulous

Pros	**Cons**

Short-term Value:

Long-term Value:

17. Open-Minded

Pros	**Cons**

Short-term Value:

Long-term Value:

18. Organized

Pros	**Cons**

Short-term Value:

Long-term Value:

19. Perceptive

Pros	**Cons**

Short-term Value:

Long-term Value:

20. Persuasive

Pros	**Cons**

Short-term Value:

Long-term Value:

21. Punctual

Pros	**Cons**

Short-term Value:

Long-term Value:

22. Resourceful

Pros	**Cons**

Short-term Value:

Long-term Value:

23. Responsible

Pros	**Cons**

Short-term Value:

Long-term Value:

24. Technological

Pros	**Cons**

Short-term Value:

Long-term Value:

25. Educated

Pros	**Cons**

Short-term Value:

Long-term Value:

26. Imaginative

Pros	**Cons**

Short-term Value:

Long-term Value:

27. Approachable

Pros	**Cons**

Short-term Value:

Long-term Value:

28. Eloquent

Pros	**Cons**

Short-term Value:

Long-term Value:

29. Enthusiastic

Pros	**Cons**

Short-term Value:

Long-term Value:

30. Focused

Pros	**Cons**

Short-term Value:

Long-term Value:

31. Neurotic

Pros	**Cons**

Short-term Value:

Long-term Value:

32. Relaxed

Pros	**Cons**

Short-term Value:

Long-term Value:

33. Adventurous

Pros	**Cons**

Short-term Value:

Long-term Value:

34. Flexible

Pros	**Cons**

Short-term Value:

Long-term Value:

35. Independent

Pros	**Cons**

Short-term Value:

Long-term Value:

36. Inquisitive

Pros	**Cons**

Short-term Value:

Long-term Value:

37. Procedural

Pros	**Cons**

Short-term Value:

Long-term Value:

38. Calm

Pros	**Cons**

Short-term Value:

Long-term Value:

39. Cheerful

Pros	**Cons**

Short-term Value:

Long-term Value:

40. Courteous

<u>**Pros**</u>	<u>**Cons**</u>

Short-term Value:

Long-term Value:

41. Devoted

Pros	**Cons**

Short-term Value:

Long-term Value:

42. Easygoing

Pros	**Cons**

Short-term Value:

Long-term Value:

43. Honest

Pros	**Cons**

Short-term Value:

Long-term Value:

44. Inexperienced

Pros	**Cons**

Short-term Value:

Long-term Value:

45. Patient

Pros	**Cons**

Short-term Value:

Long-term Value:

46. Quiet

Pros	**Cons**

Short-term Value:

Long-term Value:

47. Energetic

Pros	**Cons**

Short-term Value:

Long-term Value:

48. Friendly

Pros	**Cons**

Short-term Value:

Long-term Value:

49. Opinionated

Pros	**Cons**

Short-term Value:

Long-term Value:

50. Talkative

Pros	**Cons**

Short-term Value:

Long-term Value: