

Biggest Mistakes Women Make in Business

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Where do Some Women Fall Short?

This is a touchy subject for many, but it's important. Women often feel as if they've hit the proverbial glass ceiling. They come so far in their education and careers, only to stall out.

Sometimes the reason for this is circumstantial. Other times, it's little mistakes along the way that have come back to hurt them.

Here are some of the **biggest mistakes some women make** in business:

- **Avoiding politics at work.** Not all politics are bad. Influence should be used. Power should be used, gaining resources is key.

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- **Pinching pennies, and not taking risks.** Women who do this are often viewed as dealing in minutia.
- **Polling to make a decisions.** Collaboration is good, but competing is RESPECTED!
- **Needing to be liked.**
- **Acting too much like a man.** This becomes obvious to others that a woman is trying too hard.
- **Sharing too much personal information.** Example: "I have to leave early to attend my daughter's parent/teacher conference." It's better to say, "I am leaving early. See you tomorrow."
- **Ignoring networking relationships.** There is a direct correlation to women's advancement and her having strong male mentors.
- **Never saying no.**
- **Having a limp handshake.** This makes a bad first impression. Perception of warmth in handshake translates to trust and likability.

And, here's one final interesting statistic. While it has nothing to do with mistakes that women make, it speaks volumes about our society and our perception of others.

According to Prof. Tracey Rockett of the University of Texas at Dallas, **the greatest predictor for poverty is lack of education for men and having a child for women.**

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