# Abstract

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**Steven J. Manning · Nat Schooler**
Publishers | Business Intelligence Strategists
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MONDAY INFLUENCER® ABSTRACT

## WHAT THE WORLD'S MOST SUCCESSFUL PEOPLE HAVE IN COMMON

**Across business, technology, science, and the arts, the same five characteristics appear with remarkable consistency.**

The list that follows is intentionally brief. Selecting the individuals to include was no small task. Countless others are equally deserving.

Instead, we invite you to consider something more important than the names themselves.

Imagine thinking as they think. Deciding as they decide. Learning as they learn. Working as they work.

As we remind our readers each week, **MONDAY INFLUENCER®** is not about aspiration. It is about practical, immediately actionable ideas that improve judgment, strengthen performance, and produce measurable outcomes. It is about action. Because ideas change thinking. Execution changes everything.

| Step | Foundational Characteristic | Business | Technology & Science | The Arts |
|---|---|---|---|---|
| 1 | **Curiosity & Continuous Learning**<br>*Acquire knowledge. Never stop learning.* | **Sam Walton**<br>*"He never stopped learning from customers, competitors, and the smallest operational details."* | **Marie Curie**<br>*"Her relentless curiosity transformed science—and ultimately medicine."* | **Leonardo da Vinci**<br>*"His insatiable curiosity fueled mastery across art, science, engineering, anatomy, and invention."* |
| 2 | **Judgment (Strategic Thinking)**<br>*Transform knowledge into sound decisions.* | **Warren Buffett**<br>*"Extraordinary investing is extraordinary judgment, exercised consistently over decades."* | **Albert Einstein**<br>*"His greatest gift was not intelligence alone, but the ability to perceive patterns and relationships that others could not yet see."* | **William Shakespeare**<br>*"His profound understanding of human nature made his work timeless."* |
| 3 | **Long-Term Thinking**<br>*Choose significance over immediate gratification.* | **Jeff Bezos**<br>*"He willingly sacrificed short-term applause to build enduring competitive advantage."* | **Jensen Huang**<br>*"He spent decades preparing NVIDIA for a future few others believed would arrive."* | **Johann Sebastian Bach**<br>*"He composed for eternity rather than fashion, creating music that has inspired generations for nearly three centuries."* |
| 4 | **Conviction**<br>*Stay the course despite skepticism, resistance, and adversity.* | **Indra Nooyi**<br>*"She had the conviction to transform a global company despite resistance to fundamental change."* | **Alan Turing**<br>*"He pursued revolutionary ideas with unwavering conviction long before the world understood their significance."* | **Pablo Picasso**<br>*"He possessed the conviction to abandon convention and redefine modern art."* |
| 5 | **Execution**<br>*Turn ideas into measurable, enduring results.* | **Larry Ellison**<br>*"Ideas mattered, but disciplined execution built one of the world's great technology companies."* | **Steve Jobs**<br>*"Vision distinguished him. Relentless execution changed the world."* | **Steven Spielberg**<br>*"His enduring success rests not only on creativity, but on consistently bringing extraordinary stories to life."* |

## WORDS TO THE WISE

At Manning & Schooler, publishers of MONDAY INFLUENCER® and MONDAY INFLUENCER® ABSTRACTS®, the above framework occupies a permanent place on our walls—alongside an ever-growing collection of absolute musts and must nots that guide our thinking, our decisions, and our work.

They are the same principles we expect of ourselves and advocate to our readers, clients, friends, and family—because enduring success is rarely accidental. It is the product of disciplined thinking, sound judgment, and consistent execution.

## THIS WEEK'S AUDIOS FROM OUR EXTENSIVE LIBRARY

1. The Trillion-Dollar Price of Broken Focus, with Nathaniel Schooler. Listen here.

2. Transforming Pain into Powerful Life Lessons, with Manning & Schooler. Listen here.

3. The Architecture Of Achievement, with Manning & Schooler. Listen here.

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