

被看見、 被發現、 被利用

Be Seen, Be Discovered, and Be Utilized

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所謂「眾志成城」的成功絕非偶然，每個人必須學會「被看見」、「被發現」、「被利用」。它是單位主管看人、用人在第一時間決定留給對方的關鍵印象；也是把工作做好、提高績效的基本招數。在關鍵時刻，它造成的結局差異，可能遠超過你的想像，很多人可以做到，卻忽略去做：

- 一、「被看見」，並非主動被長官看見或是自動出現在大家面前，而是指你做事情的「透明度」，讓主管掌握分配給你的工作進度，知道你在忙什麼、做什麼。
- 二、「被發現」，談的就是「成功不必在我，但成功一定要有我參與」的精神，有能力做的事情，也要主動用心去做，適時展現自己的專業與優點，讓主管知道如何用你。
- 三、「被利用」，係指「你」的不可取代性，當你工作績效好，就不必擔心被撤換，用積極、審慎的態度去做好交辦的每件事，這就是創造自己被利用的價值。

As it is not a coincidence that success is built upon "a collective effort", everyone needs to learn how best to be "seen", be "discovered" and be "utilized". It is the key impression that a unit's supervision beholds on an individual when judging and recruiting someone for the first time, it is also a rudimentary approach for doing good work and improving one's performance. At the key moment, the discrepancies it creates on the eventual outcome can far exceeds your imagination. Something that everyone sees but neglects to do are as follows:

- I. "Be seen": it does not refer to being seen by your supervisor or manifesting in front of everyone, it refers to the "transparency" in everything you do, by letting your supervisor grasp the progress of work assigned to you, and know what you are busy with, and doing what.
- II. "Be discovered": which refers to the philosophy that "success may not lie with me, but success hinges on my participation", as for things you are capable of, you need to do it with motivation by timely manifesting your expertise and advantage, enabling your supervisor to know how best to utilize your talent and strong suit.
- III. "Be utilized": which refers to your being irreplaceable, as when you do the job right, there is nothing for you to worry of being replaced, but only to do everything assigned to you with a proactive and diligent approach, an element for creating your useful value.

過去在擔任教官時，傳播雷達專業知識是我的任務，我從未思考如何給人知識背後更深的意涵。現今擔任外勤幹部後，要去承擔各項績效數字，但汲汲營營於績效背後的價值是什麼，樗櫟庸材的我時有迷失，我領導的團隊能「被看見」、「被發現」、「被利用」嗎？

盱衡外在環境瞬息萬變，常以「說別人的不好，來突顯自己好的人」必遭斲傷；深謀遠慮的同時，須時時提醒自己：凡事相助不推諉，認真體驗團結和諧的重要性。蓋每個人的心裡都有一扇門，門的特徵是由內反鎖，誰都不能打開，除非他自己想打開；綜此，主動打開這三「被」的門，並不代表耍花槍、強出頭，而是要具有十足旺盛的企圖心。

最令人動容的故事，往往誕生於最壞的時機，最差的环境。前揭想法說起來很簡單，在工作職場上的拿捏，卻知易行難；所以我們應該要從生活上去落實「被看見」、「被發現」、「被利用」。見微知著，能做的事，當下去做；用無私奉獻的精神，積極參與所有的事物，學習尊重別人，這樣別人也才會認同自己的團隊。

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Being a military instructor before, I never thought further how best to provide people with a deeper meaning beyond the knowledge, when conveying the professional radar knowledge was my mission. Now as I become a management staff, I often contemplate what value lies behind focusing on performance, as I now need to bear the blunt of a variety of figures, wondering if I were just mediocre, or can the team I lead be "seen", "discovered" or "utilized"?

When gauging the ever-changing external environment, those who take to "speaking ill of others to highlight one's own good" would eventually meet their own ill fate; at the time of contemplating the future, we need to remind ourselves constantly to never renege from your responsibility and appreciating the importance of diligently experience a united harmony. As there is a door in everyone's heart, it is characterized by the fact that the door is locked from the inside, and no one is able to open it, except when an individual desires so. In light of which, the ambition to unleash the door of be seen, be discovered and be utilized lies not in playing fancy gimmicks or capturing the headlines, but rather lies in an ample ambition.

The most moving story is often born out of the worse timing and in the worse environment. The foresaid philosophy may sound easy, yet it might difficult to implement it in workplace, thus we need to put into action in every life, striving to be "seen", "discovered" and be "utilized". As all great things start from a humble origin, it is prudent to be decision when something needs to be done; and it is equally important to actively participate in all things with an unselfish, devoted spirit by emulating and respecting others so that others will recognize and identify with your team.

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