



Finding Your Inner Confidence

With

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Confidence Quiz!



1

10



Hide under
the blankets

Bring it!

Grab a pen and paper



1



1

10



Hide under
the blankets

Bring it!

Speaking in public



2



1

10



Hide under
the blankets

Bring it!

Telling your boss he has blood on his chin



3



1

10



Hide under
the blankets

Bring it!

Asking for a raise



4



1

10



Hide under
the blankets

Bring it!

Proposing to your significant other



5



1

10



Hide under
the blankets

Bring it!

Correcting the misbehavior of a
workshop participant



6



1

10



Hide under
the blankets

Bring it!

Firing someone



?



1

10



Hide under
the blankets

Bring it!

Mingling in a roomful of strangers



1

10



Hide under
the blankets

Bring it!

Speaking up in a meeting that
includes senior leaders



9



1

10



Hide under
the blankets

Bring it!

Taking on a project that requires one
or two skills you don't have



10



1

10



Hide under
the blankets

Bring it!

Telling a direct report that
co-workers are bothered by
his/her body odor

How did you do?

Add up your scores,
divide by 10.

Results

- 1 – 2 Timid, undermining yourself
- 3 – 5 Hesitation, self-doubt
- 6 – 8 Situational confidence
- 9 – 10 Bottle it and sell it!

What we
believe
shapes what we
achieve.

What's your
inner voice
saying to you?

Fixed Mindset

Must be perfect

Fear of failure

Qualities set in stone

Growth Mindset

Continuously learning

Willing to try

Qualities are malleable

Source: Carol Dweck, Stanford University

**Change
Your
Mindset**



What's the buzz on you?

What makes you...

- authentic
- competent
- memorable

It's what you stand for



Adorable Amiable Animated Analytical Approachable
Assertive Astute Balanced Blissful Blunt Bold Bookish
Calm Capable Careful Cautious Charismatic Confident
Considered Curious Decisive Detached Determined Direct
Energetic Enthusiastic Excited Exacting Expressive Extroverted
Exuberant Factual Firm Focused Forceful Formal Friendly
Funny Happy Hesitant Humorous Interested Intelligent
Impatient Intense Inward Knowledgeable Logical Lenient Loud
Opinionated Outgoing Outspoken Passionate Patient Precise
Perceptive Personable Polite Popular Powerful Poetic Quick
Quiet Relaxed Reserved Sarcastic Sensitive Serious Smiling
Smart Sociable Soft-spoken Spontaneous Surprised Suave
Systematic Talkative Tenacious Thankful Thoughtful Vigilant
Verbose Vivacious Wacky Warm Watchful Willful Wild Witty
Wordy Worldly Wry

From Passive to Empowered

Today...

- Working for others
- Doing what's assigned
- Putting in time
- Distracted, conforming
- Thinking short-term
- **Fitting in**

Tomorrow...

- Working for self
- Leading special projects
- Committing to your passion
- Being engaged
- Thinking long-term
- **Differentiating**

Distorted Thinking Undermines Us

Overanalyzing

Catastrophizing

Magnifying

Blaming

Overgeneralization

Polarization

Personalizing

Filtering out the +

Discrediting

Worthlessness



> Three Possible Outcomes

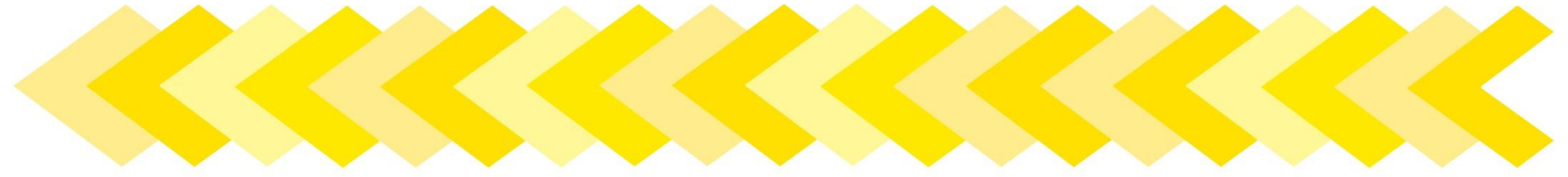
Fight



Flight



Freeze



*“We are the
average
of the five people
we spend the
most time with.”*

- Jim Rohn





Time to re-
boot your
self-image?

The Real “WMD”



What can you do
this week
that would make you
proud a year from
now?



“Until one is committed, there is
hesitancy, the chance to draw back,
always ineffectiveness, concerning
all acts of initiation and creation.”

- Goethe

Confining Roles



Heroine



Rebel



Peacemaker



Martyr



Invisible One



Entertainer



Door Mat



Busy Body

Source: Working With You is Killing Me, Crowley, Elster

Power of Self-Talk

Emile Coué

French Apothecary, 1920

*“Every day, in every way,
I am getting better and better.”*

Affirmations work only if they are

- 1 Inspiring/invigorating
- 2 Concise
- 3 Believable
- 4 Present tense

Affirmation Madlib!

I embrace the _____ in me because it allows me to _____.

I choose _____ over _____ when I need to make a smart decision.

I believe in myself and my _____.

I am _____.

Client 1:

If I am forgiving of others then I am capable of forgiving myself.

Client 2:

I calm myself and focus on others knowing that I can always leave.



Commit to Confidence

30 strategies to help women
step up and stand out

Barbara Roche



“Be yourself.
Everyone else is already taken.”

- Oscar Wilde



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