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Building Self Confidence





Approaching challenges – Martin's style



It is possible to tackle and achieve difficult things



Inspire people around you and stop them panicking



Large projects are broken down into smaller parts



How it feels?



Don't worry whether you will succeed or not when doing a challenging activity. Confident people are okay with the feeling of not knowing all the answers.



Hah, what a relief!. Confidence is a feeling that everything will be okay.

Gathering feedbacks



Getting feedbacks from others is a short cut to building your confidence. Choose people who are from different groups in which you mix regularly like – family members, friends, work colleagues etc. and ask them the below questions

What am I Good at?

When have you seen me operate at my best?

What should I do more of?

What should I do less of?

What can you rely on me for?

Where do you think I can stretch myself?



Benefitting from your life experiences



Sam has started teaching yoga and he has discontinued his computer sales business

He has that almost tangible inner strengths of so many yogis and martial artists

One day he said that nothing fades him after fleeing from atrocities in Uganda at the age of 15

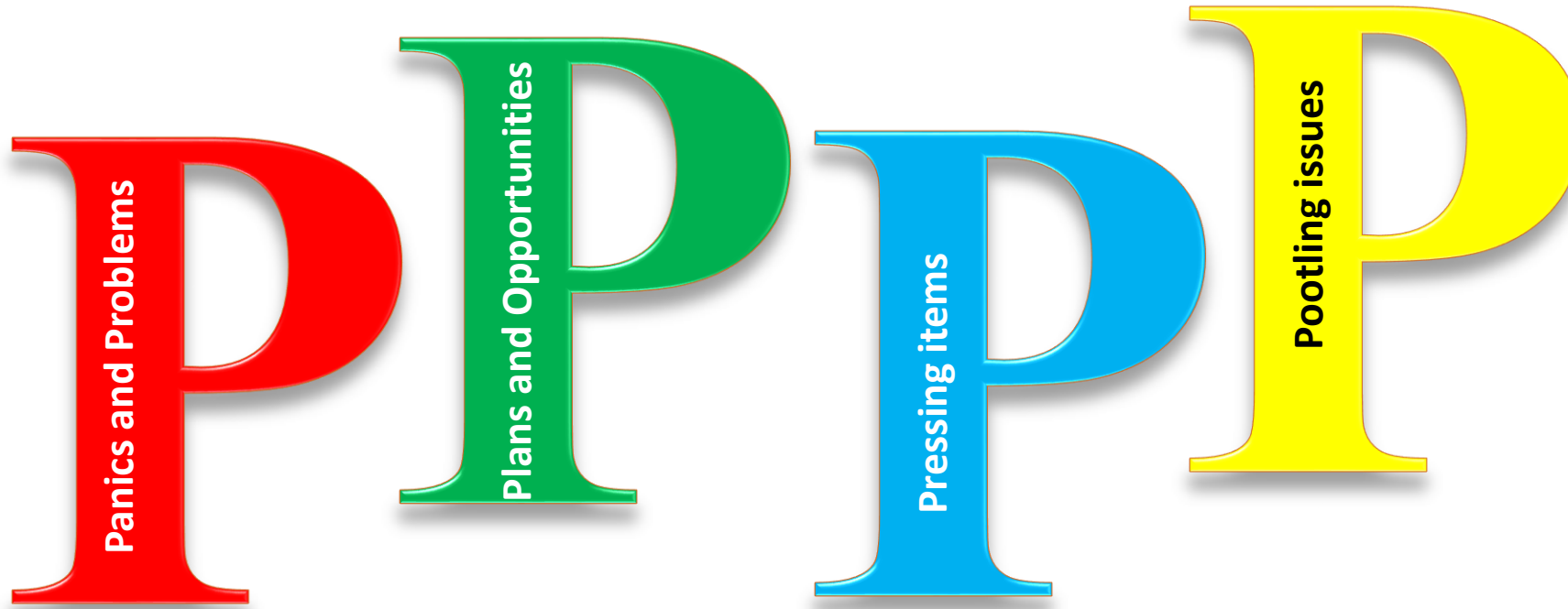
He left his family and was sent to Canada to meet up with one family contact who helped him to find a room to live in

Check the following slide for tough times index



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Using the four Ps to take stock



▶ Includes the important deadline driven jobs

▶ Long term activities where you will spend time on

▶ Activities which others are making you to do

▶ Chatting with friends and other timewasters



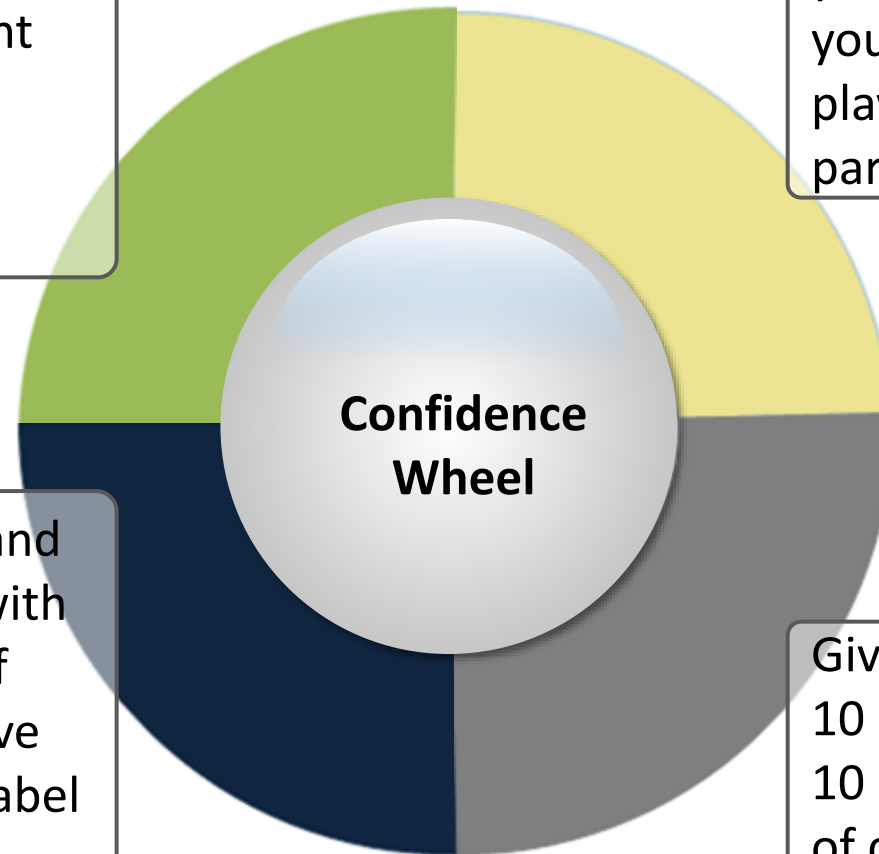
Confidence wheel

Follow these steps to make your own confidence wheel as in previous slide

Draw a line in each segment to represent the score you gave yourself in Step 2

Identify the areas in your life in which your confidence plays an important part

Take a white sheet and draw a large circle with the same number of segments as you have items on your list. Label each segment to represent each area.



Give yourself a score of 10 in each area, where 10 represents the level of confidence you would like to feel



Mapping your own journey

Specific: Identify what you want to achieve as specifically as possible

Attainable: Set the goals that are challenging but that are attainable.

Time: Having a deadline can be very motivating



Measurable: Measure your progress towards your goal

Rewarding: Rewarding yourself for goals achieved by you

Following the guaranteed success formula





Becoming the hero in your own life

1) Decide about your personal change and get into action

2) Decide what you really want

3) Plan your work and work your plan

4) Don't compare, create!

5) Learn your lessons before applying them

6) Take care of your companions on the journey

7) Listen to your inner coach



Discovering your values



- ▶ If you want to be happy you need certain things like good health, a good job, a suitable partner. Above this certain values need to be fulfilled – such as honesty, integrity, respect and so on.
- ▶ In finding out the most important values, those things that you believe will lead you to the feelings you most want in your life – go for those things that really engage you emotionally and leave out the things that you feel you ought to care most about.

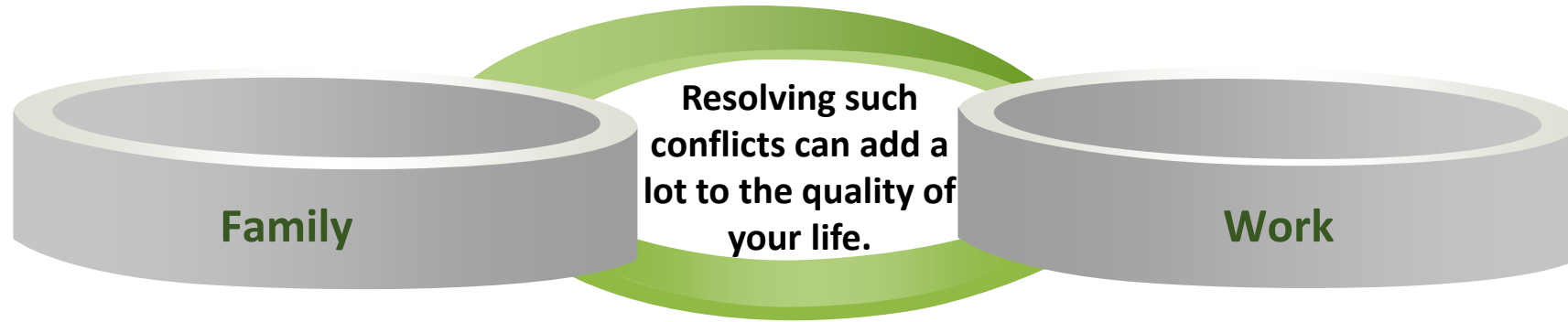
Resolving values conflict



There may be 2 or more of your means values that are pulling you in different directions. For example, in both family and job, there is a feeling of connections, achievement, success and so on that you want in your life.



Resolving values conflict



Trying to honor both may confuse you and will make you feel that you are not doing well with your values in both the areas.

If you feel like spending time with your family while at work and when in family, if you feel you should be working, then there will be frustration, dissatisfaction and guilt.

There may be 2 or more of your means values that are pulling you in different directions. For example, in both family and job, there is a feeling of connections, achievement, success and so on that you want in your life.



Tolerance



In this stage you may not be satisfied with your previous experience of life. You may have sought out a few like-minded souls, though the gulf between your growing sense of self and others all around you is growing even greater. This can be an especially trying stage if you have a strong need for peer approval and acceptance

“Hey! Look at me, I am stronger than you!”



Allowing yourself to forgive and move on



The art of developing mature relationships lies in the skills of managing yourself and empathizing with others

Distilling the essence of positive outcomes



John's 3 moments are:

When he got dumped by his first girl friend

When his mobile was stolen

When his promotion got rejected



Distilling the essence of positive outcomes



Notice the patterns present in your responses to Steps 1 and 2:

John's confidence is about being loved and accepted, competing and winning, and feeling financially secure

and feeling financially secure



Determine what you can do differently as a result of your realizations:

John recognized that not everyone is going to love him but he can work at his marriage and at being loveable. Also, he accepts that he is not going to win always, but knows he benefits simply by competing

competing



Going with the flow



“Going with the flow” refers to that your skills and your challenges are balanced. You stay completely focused on what you do. Nothing distracts you and your self-consciousness goes off. It is a joyful state of creative absorption. By doing things in which you are good at you get more flow in your life.



Transforming your fears into confidence

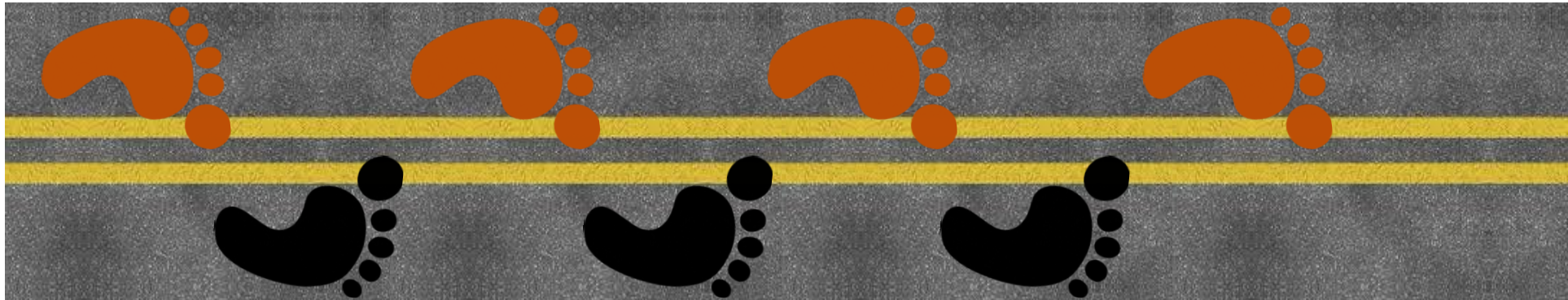


Fear of loss and rejection: Will I be left alone?

Fluency: Can I find the right words under pressure?

Privacy: What will happen if I tell people about me?

Being seen: Prefer hiding in a corner



Knowledge: Do I know enough about the subject?

Judgment: Rejecting criticism and others assessing me

Bad experience: Unhappy incidents from the past



Being generous to yourself first



▶ What does this do for me?

▶ Is it in my agenda and values?

▶ Shall I ignore the demands, pressures, and perceptions from others?

▶ Can I support others and be generous to myself. Can I try to be alone each day for at least 10 minutes and recoup myself?



Step-by-step approach for breaking the gridlock

1

Imagine that you are rich in time, money and energy.

2

State your goal in a positive way and write it down.

3

Ask yourself question 1: “Can I do it today”?

4

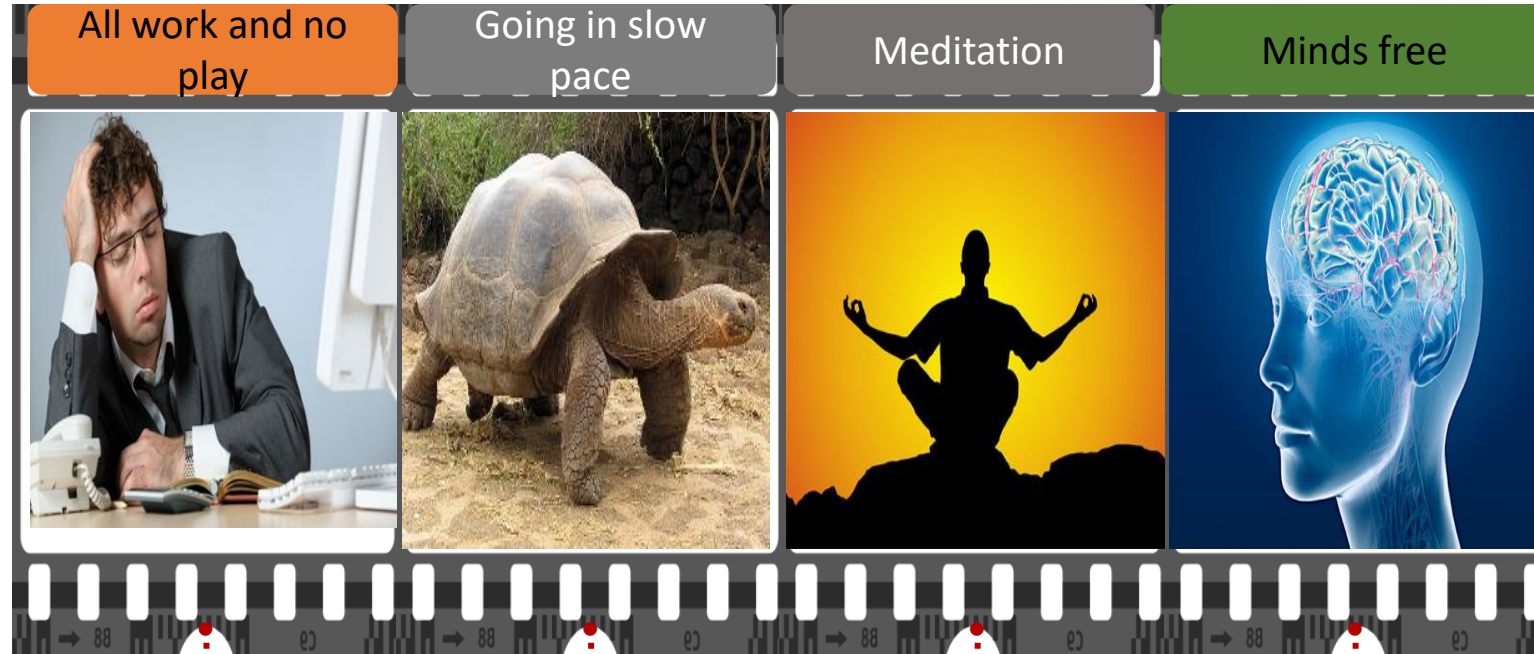
Ask yourself question 2: “What needs to happen first”?

5

Loop around the Questions in Step 3 and 4 for each task.



Taking time off



All work and no play make your life dull. Even your productivity will come to all time low

Your brain may work in high speed. But it will work still more better if you give a chance to relax at proper intervals

Meditation offers a calm sea to support you in negotiating the choppy moments. That's why millions of people practice meditation each day

Let your mind be free . . . Free of any thoughts or worries. Let them go



Adopting the 80/20 principle

20 per cent of your cleaning effort gets 80 percent of your home sparkling.



20 per cent of your customer bring in 80 per cent of the sales.



20 per cent of the people in your office create 80 per cent of the results.



80 per cent of your progress comes from 20 per cent of the activities on your to-do list.



20 per cent of your clothes are work 80 per cent of the time.





Stretching your boundaries

Test Your
comfort
zone



Go to the next slide for more information



Stretching your boundaries

Now all these things are outside your comfort zone. You can see yourself doing the first two, at a stretch, but asking your colleague for a date has you feeling queasy, and you have no idea how to deal with your snake phobia. The best thing you can do in this situation is to start where you feel the most stuck. By getting help with your snake phobia, you increase your capacity to deal with the other, seemingly unrelated, situations as well.

You are attracted to a young lady in your office and she is also interested in you. You have to ask her for dating.

Your friend is getting married and you are asked to be the best man. You have to make a speech.

You have life-long fear of snakes.

You put yourself forward for a promotion and now have the important interview to get through.

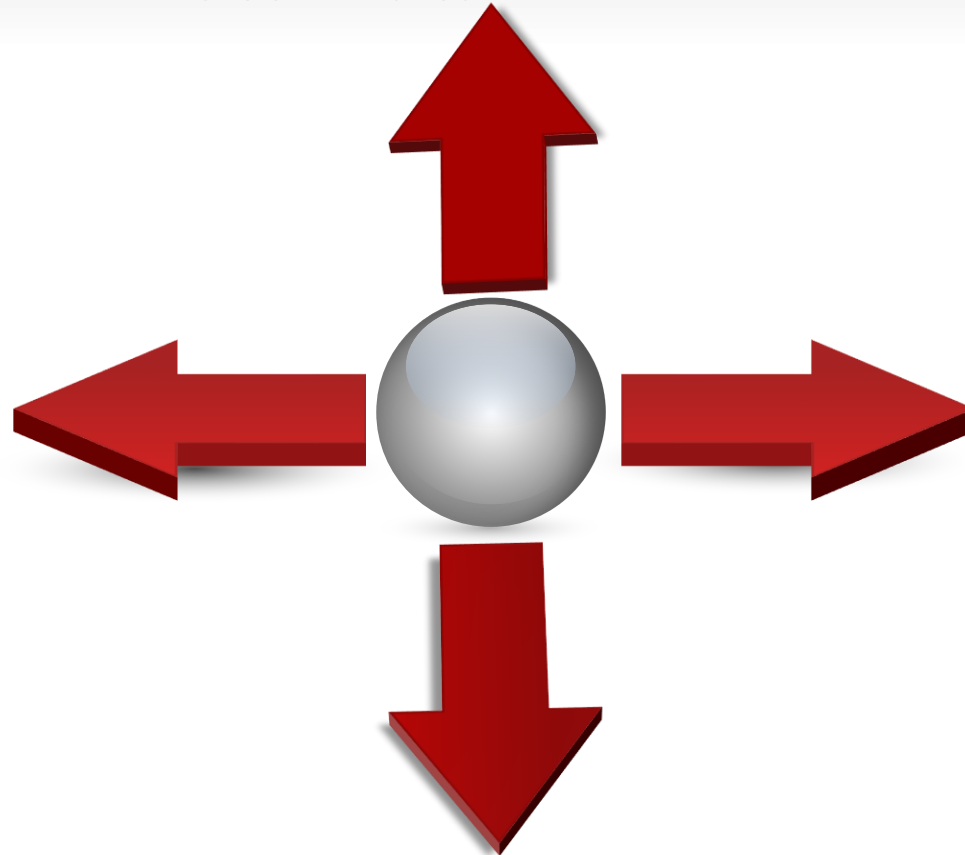


Creating a haven for yourself

Creating your haven may be easier to do than to describe, so follow these simple steps

Go to a quiet corner in your room, and be undisturbed for 20-30 minutes

Start taking your leave



Breathe into relaxation for 4-5 minutes

Do 20 minutes of visualization



Preparing for the future

① Is your goal something you want or something you don't want

② Is this your goal and is its achievement within your control?

③ How will you know when you are succeeding?

④ Do you know where this desire is coming from?

⑤ What resources you need to achieve your goal?

⑥ Will accomplishing this goal take away anything else that you value?

⑦ Does the goal identify the first step you need to take?

Now, let us look each one in detail



Preparing for the future

- 1 Is your goal something you want or something you don't want
- 2 Is this your goal and is its achievement within your control?
- 3 How will you know when you are succeeding?
- 4 Do you know where this desire is coming from?
- 5 What resources you need to achieve your goal?
- 6 Will accomplishing this goal take away anything else that you value?
- 7 Does the goal identify the first step you need to take?

Well begun is half done. Knowing what needs to be done is imperative, and getting started is the critical first step. When you take an action, the world reacts and give you something to work with



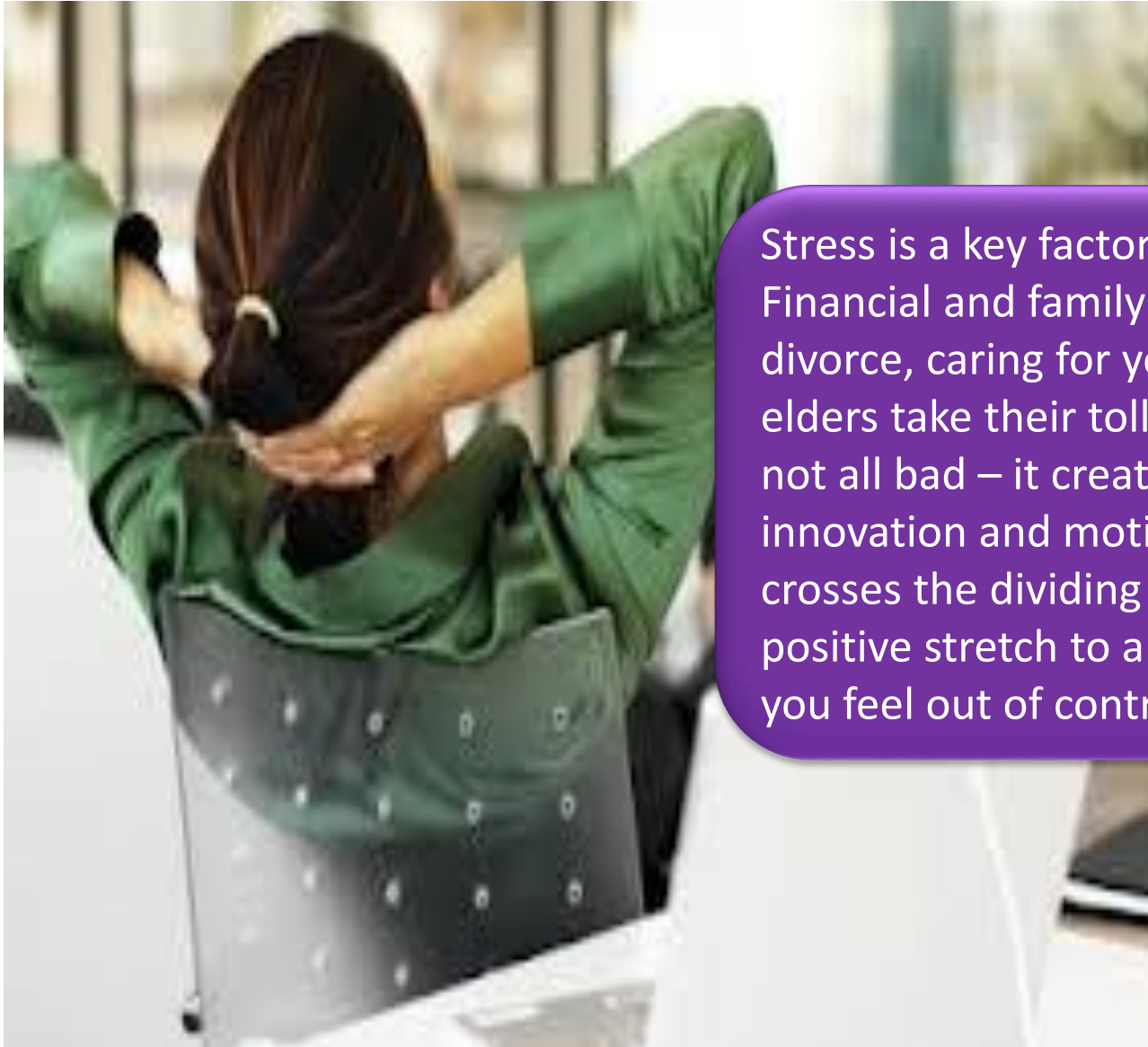
Developing your physical confidence



It has been found that how you think can boost the body. The New Scientist reported on a study in 2001 at the Cleveland Clinic Foundation in Ohio.

Researches got volunteers to spend just 15 minutes a day simply thinking about exercising their biceps. After 12 weeks, their arms were 13 per cent stronger. And all this happened without any training.

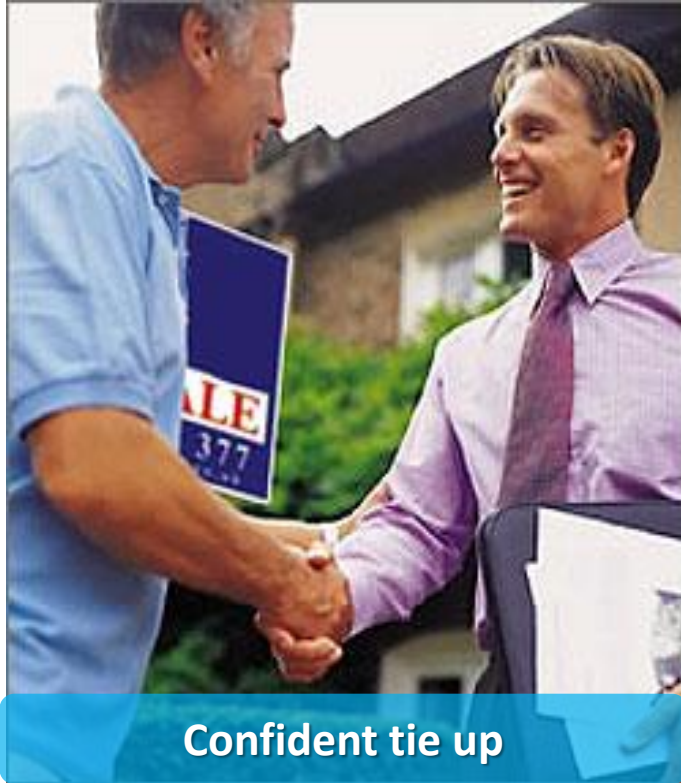
Releasing stress, staying healthy



Stress is a key factor in modern living. Financial and family pressures such as divorce, caring for your children and elders take their toll at home. Stress is not all bad – it creates excitement, innovation and motivation. When it crosses the dividing line from a positive stretch to a negative pressure, you feel out of control.



Speaking out with confidence



You have been speaking more or less continuously since you first learned to do it

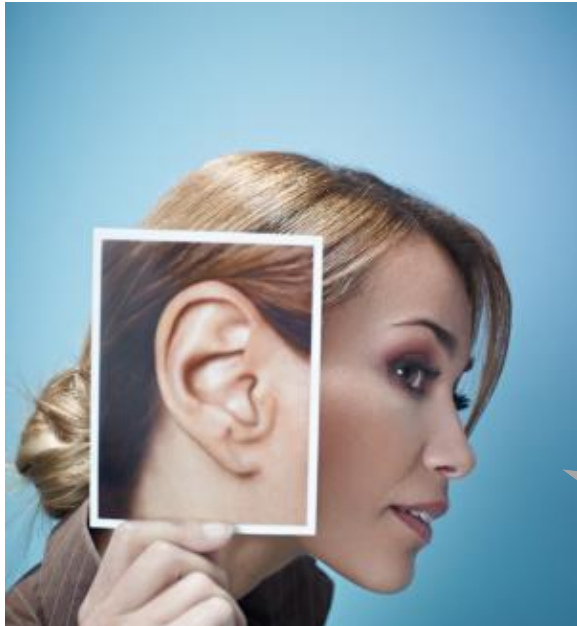
But, at times speaking at public becomes difficult

To gain the confidence to speak out, you need some information to speak and someone to say it to

You need good rapport between you and to the person or group you are speaking to

To gain this, you have deal with all the hurdles standing in the way

Listening to yourself



Have you ever heard of your voice on tape? You may be surprised about your diction, or strength of your accent. However, deciding not to speak in public for some reason is ridiculous and undoable. The most common problems with public speaking are clarity and diction





Saying what you mean and meaning what you say



This is a good rule for effective communication. This is not an excuse to be rude to people, or haughty, but it is very solid basis from which you can come to know your truth and speak it out. Following this rule is good for your integrity and very quickly cements your reputation as a communicator or real power and persuasion



Holding onto your integrity



Integrity deals with things like keeping your word and not telling lies or otherwise being dishonest. Besides, that it is an essential element of the most powerful and confident you. The single most powerful step you can take to improve your confidence and power in the world is to restore your integrity



Making the best first impression



- What impression do you create when you meet someone for the first time?
- Do you come with papers flying in an unorganized manner or are you neat, organized and well prepared?
- Some subtle changes in your image might make you look more confident.

Clean your face, groom your hair and brush your teeth and make sure you don't have food stains or remains on yourself or your cloths.



Being firm with loved ones



Listen with respect to their viewpoint and connect with the feelings that underlie their words



Acknowledge the change that is happening for them



Provide lots of reassurance that although you behave differently, you still love and care about them



Come up with ideas together to make the change easier

Finding the confidence to rise above



Be prepared for any negative reviews or feedbacks. Even though it hurts, take them as a useful feedback for the next work. It is important to rise above any negative criticism, stay true to yourself, and hold onto your own choices. You can't please all the people all the time, however hard you try.

Staying on top of your confidence game



✓ Take each day as it comes

✓ Surround yourself with supportive people

✓ 'Reward yourself with small treats and luxuries

✓ Let go of any non-essential responsibility and activities

✓ Tell yourself as often as you need to that things will always work out in the end

✓ Hold on tight to the bigger picture





Living powerfully



This is about lining up all parts of yourself, making sure that you are standing up for your own life and for the values that are important to you, and taking action to make things happen. Then your journey is unstoppable. When you live your life with passion, you bring an exceptional level of energy and vitality in to your everyday experience



Uncovering what you want to do



You need to build up your skills and experience, make the contacts, gain the profile, and earn the opportunity to make the break. This is quite normal; but if you have no sense of these things, if you cannot see your way ever to getting the work you want, then you have a problem that you need to deal with.



Becoming assertive



Assertiveness is one of those acquired skills you need training and practice to acquire. Assertiveness specialist coaches claim that this skill set is more powerful than any other business. Assertive people are generally liked and respected. It can protect and boost your self-esteem, build your confidence and reduce the stress levels. They are not afraid to say “No”

Fundamentals of assertiveness





Showing confidence in specific work situation



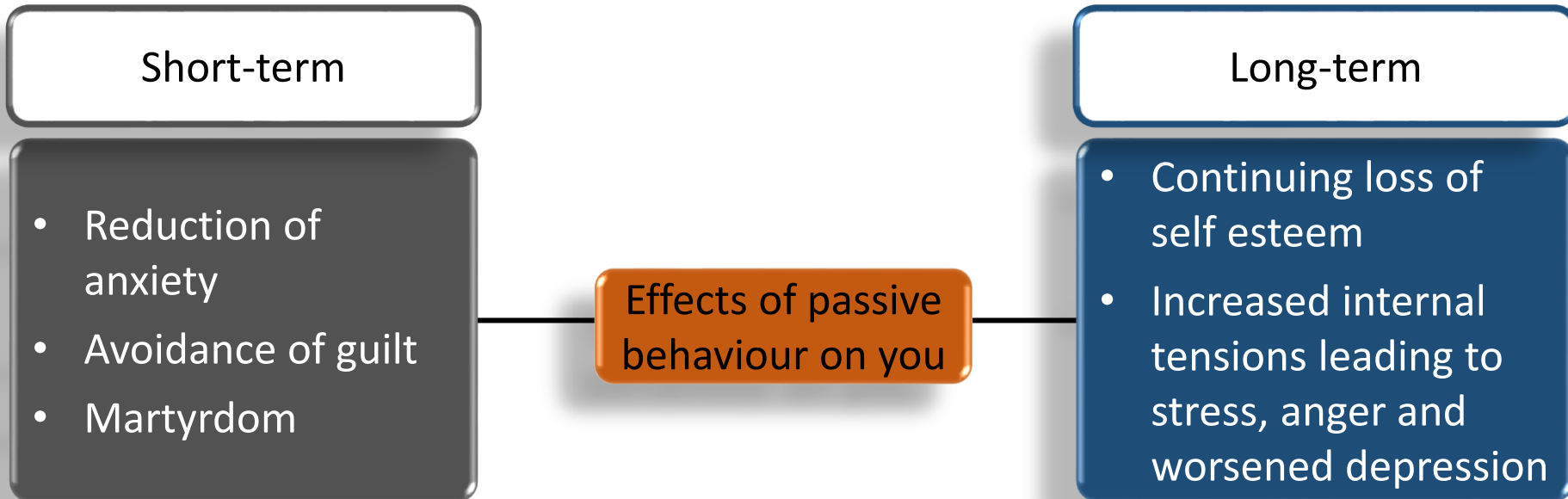
Several common work situations may test your confidence. You can develop new skills, or competencies as they are often called in business, through training and practice

If you are struggling with any of the tasks assigned to you; your first questions should be “How can I acquire the skills to do this better or faster?” This will take you forward into growth and confidence, rather than shrinking backward into fear and avoidance



Elements of passive behavior

Passive behavior is **not** expressing your feelings, needs, rights and opinions. Instead there is an over-consideration for other's feelings, needs, rights and opinions. The aim of passive behavior is to **avoid conflict** at all times and to **please others**



Elements of assertive behavior



In contrast to aggression and passivity, assertion is expressing your own feelings, needs, rights and opinions while maintaining respect for **other people's** feelings, needs, rights and opinions. Assertion is not about winning, but it is concerned with being able to walk away feeling that you put across what you wanted to say

Saying "No"



Many people find that saying "No" seems to be one of the hardest words to say. We can sometimes be drawn into situations that we don't want to be in because we avoid saying this one simple word

The images we associate with saying "no" may prevent us from using the word when we need it. We may be scared of being seen as mean and selfish, and of being rejected by others. Saying "no" can be both important and helpful



Saying "No"

Do I have problems saying "No"?

Yes

No

If Yes: try to practice saying "No" by using the following principles:

Be straightforward and honest but not rude so that you can make your point effectively.

Tell the person if you are finding it difficult



Don't apologize and give elaborate reasons for saying "no". It is your right to say no if you don't want to do things

Remember that it is better in the long run to be truthful than breed resentment and bitterness within yourself



Dealing with feedback



It is important for your self-confidence that you learn how to manage feedback. If you can receive and give feedback effectively, and especially turn even poorly delivered feedback to your advantage, you will grow massively in confidence and effectiveness at work.

Look at the next slides about giving feedbacks



Dealing with negative feedback



Christina, you have left typos in the weekly review again



Sorry Mr. Harry



The problem is, it makes us all look slipshod. The work you put out damages the image of the whole department; it reflects badly on me



Sorry Mr. Harry



Well you say sorry every time. If you don't mend your ways my girl, this is going to end in tears. Is that clear?



Sorry Mr. Harry



Well let this be the last time, or else. I mean it

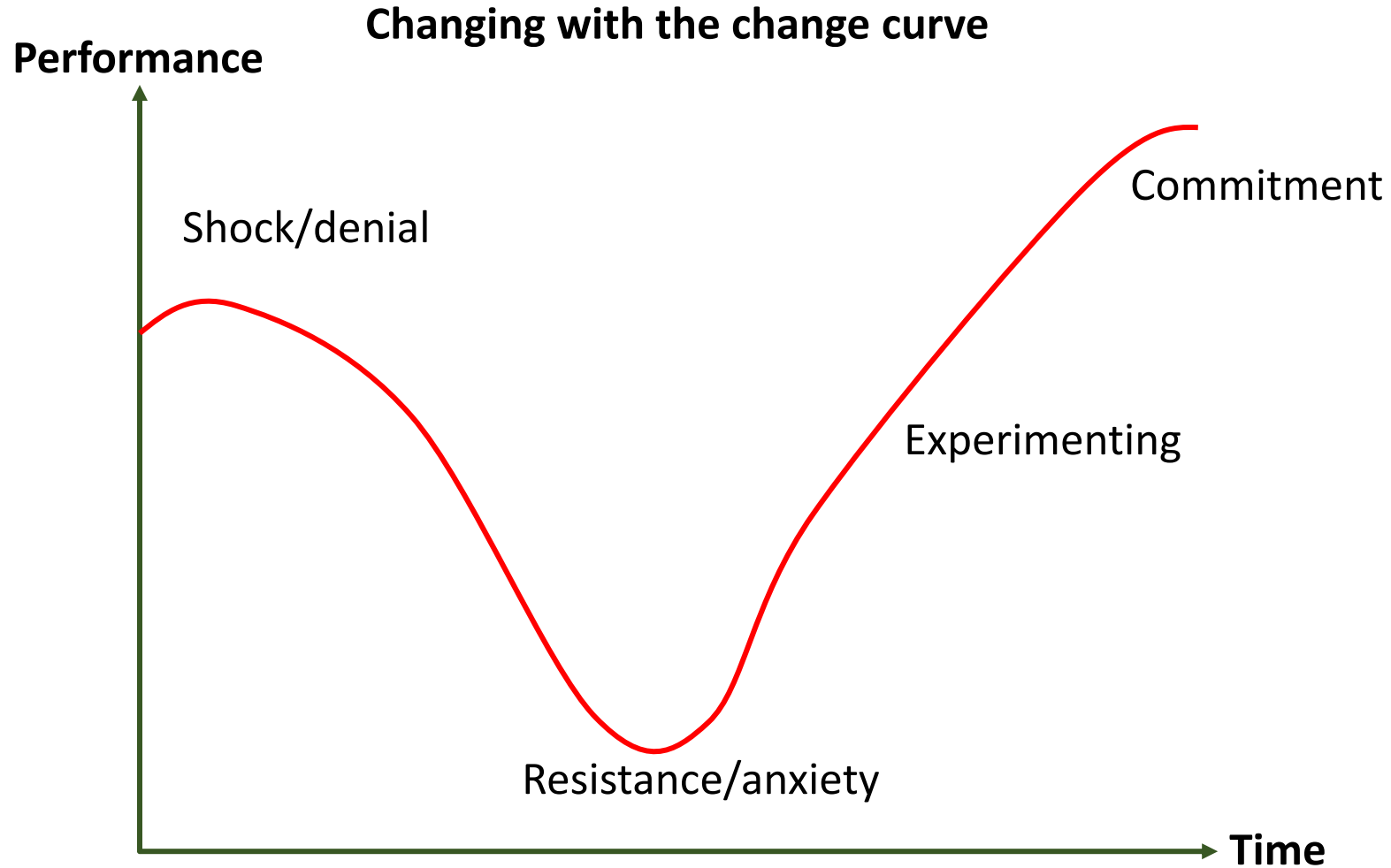


OK . . . Harry will make sure that this does not happen again



Dealing with corporate change

As change managers know, change tends to trigger a cycle of reactions and feelings. These fall into a sequence of predictable stages, irrespective of whether the change is planned or unplanned.





Getting through rejection



Rejection is not about you as a person, but about your skills and style not being appropriate at this time for this company or customer

Winners stay professional and persist for the long term. Confident people welcome feedback and continue to learn



How Phyllis developed her self confidence?

Phyllis worked in the job for around six months and continued to learn about and develop her personal interest: becoming a tour guide

Having continued to pursue her ideal job, Phyllis is currently working as a tour guide for a local tourist attraction, where she thoroughly enjoys meeting and guiding tourists and gains a great deal of satisfaction and confidence from the work she does





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Rajinikanth
"At the age of 25
i was a bus conductor"



Bill Gates
"I didnt even
complete my University Education"



Abraham Lincoln
"At my Childhood days,
I stitched shoes"



Dhirubhai Ambani
"I worked in a Petrol Pump"



Sachin Tendulkar
"I failed in 10th standard"



Shah Rukh Khan
"I slept on bench & borrowed
Rs.20/- everyday from A friend to travel filmcity"



AR Rahman
"Education Drop-Out & initially
a keyboard player"



Lionel Messi
"i used to serve Tea at a shop to
support my Football training"

Life is not about what you couldn't do so far, its about
WHAT YOU STILL CAN...