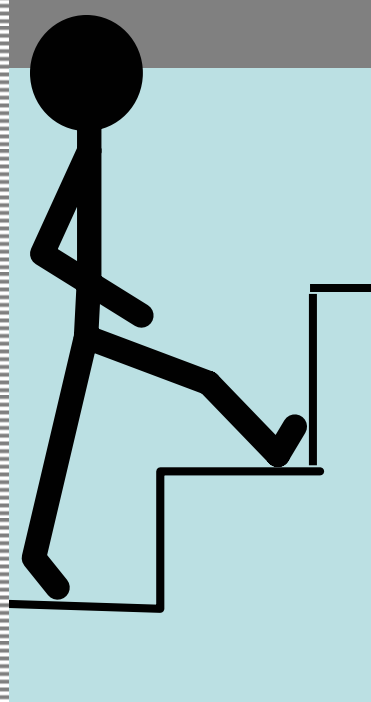




*dare to be different*



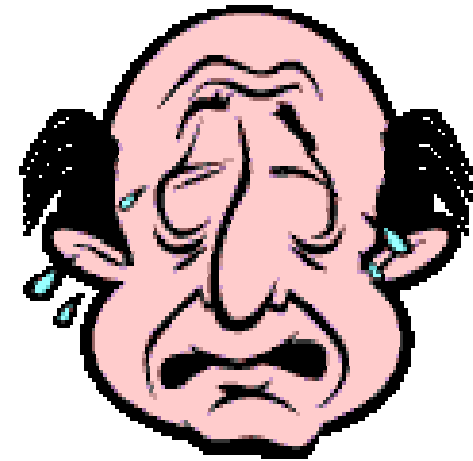
# POWER OF POSITIVE AFFIRMATIONS AND ATTITUDE

FOR IMPROVEMENT OF PERFORMANCE & COMPETITIVENESS

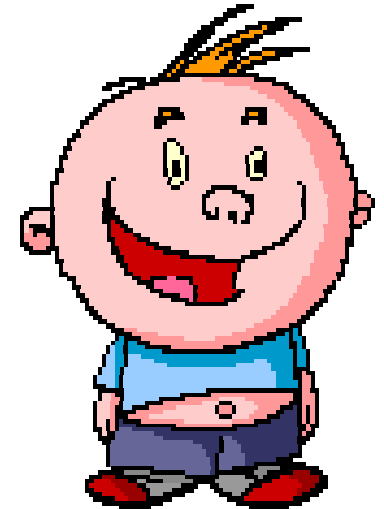
# Just a Thought to Begin with...

"Some people like to be miserable.  
Don't take it away from them."

- Wolf J. Rinke



Which one is YOU ?



# You have a choice

No one can make you feel inferior  
without your permission.

Eleanor Roosevelt

# What is “Attitude”

Social psychologists define an attitude as an enduring evaluation, positive or negative, of people, objects, or ideas.

# Attitude

- Four major components of attitude are
  1. Affective: emotions or feelings.
  2. Cognitive: belief or opinions consciously.
  3. Conative: inclination for action.
  4. Evaluative: positive or negative response to stimuli.

# The “can do” attitude!

They fly...



...because they think they can.

# Understanding “Can do”

- You can do everything, but not all at once.
- You can do everything, if it's important enough for you to do.
- You can do everything, but you may not be the best at everything.
- You can do everything, but there will be limitations.
- You can do everything, but you'll need help..



# Self Esteem – Why is it important?

Allows you to be in control of your own life.

Enables you to do what you want.

Is the source of your mental health.

Enables you to take new challenges easily.

Helps you handle criticism..

# Raise your Self Esteem

1

- Stop comparing yourself with other people.
  - There will always be some people who have more than you and some who have less.
  - If you play the comparison game, you'll run into too many "opponents" you can't defeat.

- Stop putting yourself down.
  - You can't develop high self-esteem if you repeat negative phrases about yourself and your abilities.
  - Whether speaking about your appearances, your career, your relationships, your financial situation, or any other aspects of your life, avoid self-deprecating comments.

- Accept all compliments with “thank you.”
  - Ever received a compliment and replied, “Oh, it was nothing.”
  - When you reject a compliment, the message you give yourself is that you are not worthy of praise.
  - Respond to all compliments with a simple Thank You.

- Use affirmations to enhance self-esteem.
  - On a small index card, write out a statement such as "I am a valuable person and deserve the best in life." Carry the card with you.
  - Repeat the statement several times during the day, especially at night before going to bed and after getting up in the morning.
  - Whenever you say the affirmation, allow yourself to experience positive feelings about your statement.

# Raise your Self Esteem

5

- Take advantage of workshops, books and audio CDs on self-esteem.
  - The material you allow to dominate mind will eventually take root and affect your behavior.
  - If you watch negative TV programs or read newspaper reports of murders and business rip off; you will grow cynical and pessimistic.
  - Similarly, if you read books or listen to programs, that are positive in nature, you will take on these characteristics.

# Raise your Self Esteem

6

- Associate with positive, supportive people.
  - When you are surrounded by negative people who constantly put you and your ideas down, your self-esteem is lowered.
  - On the other hand, when you are accepted and encouraged, you feel better about yourself in the best possible environment to raise your self-esteem.

# Raise your Self Esteem 7

- Make a list of your past successes.
  - This doesn't necessarily have to be very big accomplishments. It can include your minor victories like learning to swim, graduating from high school, receiving an award or promotion, reaching a business goal, etc.
  - Read this list often. While reviewing it, close your eyes and recreate the feelings of satisfaction and joy you experienced when you first attained each success.



# Raise your Self Esteem

8

- Make a list of your positive qualities.
  - Are you honest? Helpful? Creative?
  - Be generous with yourself and write down at least 20 positive qualities.
  - Again, it's important to review this list often. Most people dwell on their inadequacies and then wonder why their life isn't working out.
  - Start focusing on your positive traits and you'll stand a much better chance of achieving what you wish to achieve.

- Start giving more.
  - We are not talking about money.
  - You must begin to give more of yourself to those around you.
  - When you do things for others, you are making a positive contribution and you begin to feel more valuable, which, in turn, lifts your spirits and raises your own self-esteem.

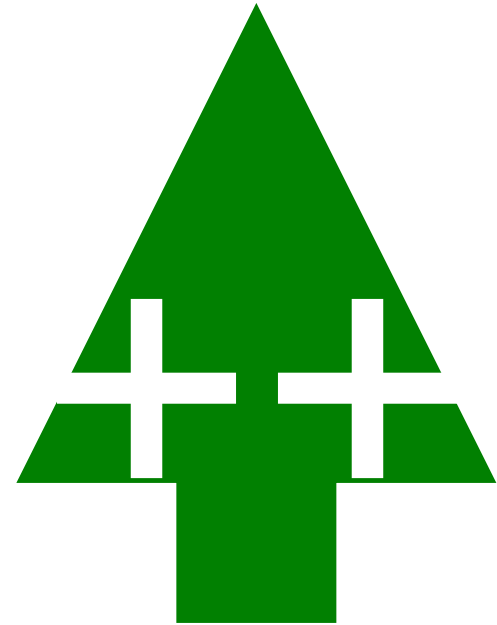
- Get involved in work and activities you love.
  - It's hard to feel good about yourself if your days are spent in work you hate.
  - Self-esteem flourishes when you are engaged in work and activities that you enjoy and make you feel valuable.
  - Even if you can't explore alternative career options at the present time, you can still devote leisure time to hobbies and activities, which you find stimulating and enjoyable.

- Be true to yourself. Live your own life.
  - Live your own life - not the life others have decided is best for you.
  - You'll never gain your own respect and feel good about yourself if you aren't leading the life you want to lead.
  - If you're making decisions based on getting approval from others, you aren't being true to yourself and your self-esteem is lowered.

- Take action!
  - You won't develop high self-esteem if you sit on the sidelines and shy away from challenges.
  - When you take action - irrespective of the ensuing result - you feel better about yourself.
  - When you fail to move forward because of fear, you'll be frustrated and will undoubtedly deal a damaging blow to your self-esteem.

# Positive Attitude

- Thoughts
- Speech
- Behaviour
- Written Communication
- Body Language
  - Facial Expressions
  - Posture
  - Sense of Dressing
  - Proximity



# How to inculcate PA

- Separate out Office and Home work
- Plan Your goals
- Practice and Rehearse
- Manage your Body Language
- De-stress everyday
  - Work out, Music, Dance, Yoga/ Meditation/ Reading

# Tackle Failure

- Positively
- Learning
  - What not to do next time?
  - What more to do next time?



# How to present Positively

- There is lack of communication between departments.
  - *There is an opportunity to improve communication between departments.*
- There is a lack of Motivation amongst Junior staff.
  - *There is a need to develop motivation amongst junior staff.*
- There seems to be an absence of support for the planning initiatives taken.
  - *It is proposed that support be given to the planning initiatives taken.*

# How to present Positively *(contd.)*

- There is a problem with decision making.
  - *Many people expressed the need to speed up decision making.*
- Training programs are both inadequate and deficient.
  - *Training programs should be more adequate and effective...*



*Staying* **POSITIVE**

*in a*

***TOUGH Work Environment***

# Negative Work Environment

- Dog eat dog . . . everyone fighting to get ahead.
- No one appreciates your contributions.
- Too much work . . . not enough help.
- Deadlines are unrealistic.
- Longer hours . . . additional work.
- Budget Constraints.
- Competition is eating us alive.
- Poor management / direction.
- Job insecurity..

Negative Work  
Environment





# Other People's Behaviour

*Bulldozers*

Complainers

**Gossips**

**Patronizers**

*Protesters*

Negatives

**Sharpshooters**

**Backstabbers**

**Distracters**

*Walking Wounded*

**Controllers**

**Discouragers**

**Sycophants**

**Exploders**

# Changing Environment



*“The only person who always likes change is a wet baby”*

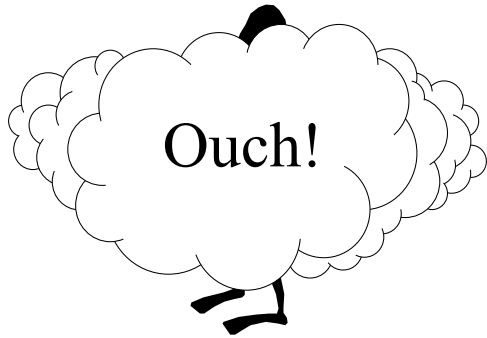
## CHANGE

- Challenges our paradigms
- Alters the way we think
- Makes life more difficult for a while
- Causes Stress
- Is an ongoing fact of life

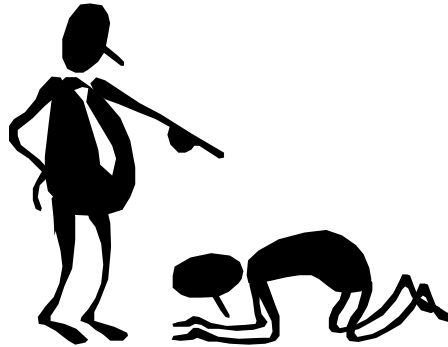
# Past Experiences



Ouch!



Ouch!



Ouch!

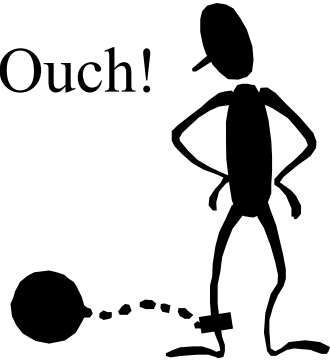


Ouch!

Ouch!

Past Experiences

Ouch!



Ouch!

Ouch!



Ouch!



## Negative World View

# *Media Frenzy*

**A recent Statistic:**

**In US, Crime down 20%, reporting up 600%,**

**Look at what you are looking at !!!**





# Determinism Theory

- **GENETIC:** My Grandparents did it to me.  
*(Inherited traits)*
- **PSYCHIC:** My Parents did it to me.  
*(Upbringing)*
- **ENVIRONMENTAL:** My Spouse, my Boss, the Company, the Economy, etc.. is doing this to me.  
*(Surroundings)*



# 7 attitudes of the high performing managers

1. Understanding
2. Anticipation
3. Positive Expectations
4. Confidence
5. Patience
6. Humility
7. Belief

What is right?

*If you think you Can, ✓  
or you think you Can't... ✓*

**YOU'RE RIGHT!**

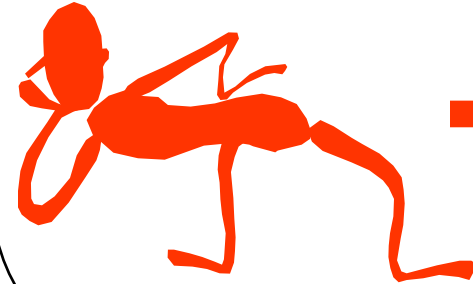
*Henry Ford*

# Manage Your self Talk

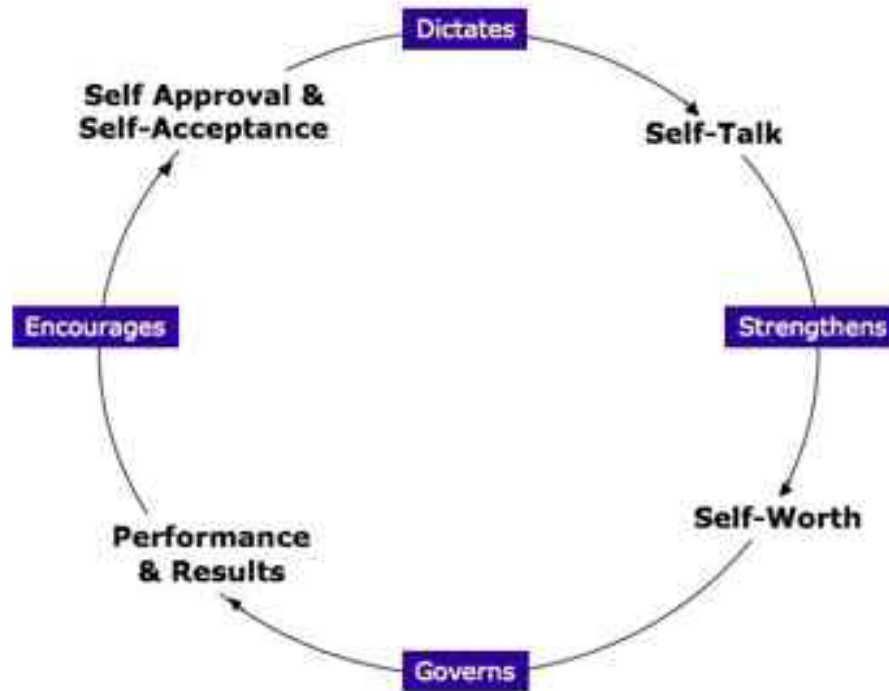
This is going to be  
a wonderful day!



This is going to  
be a horrible day!



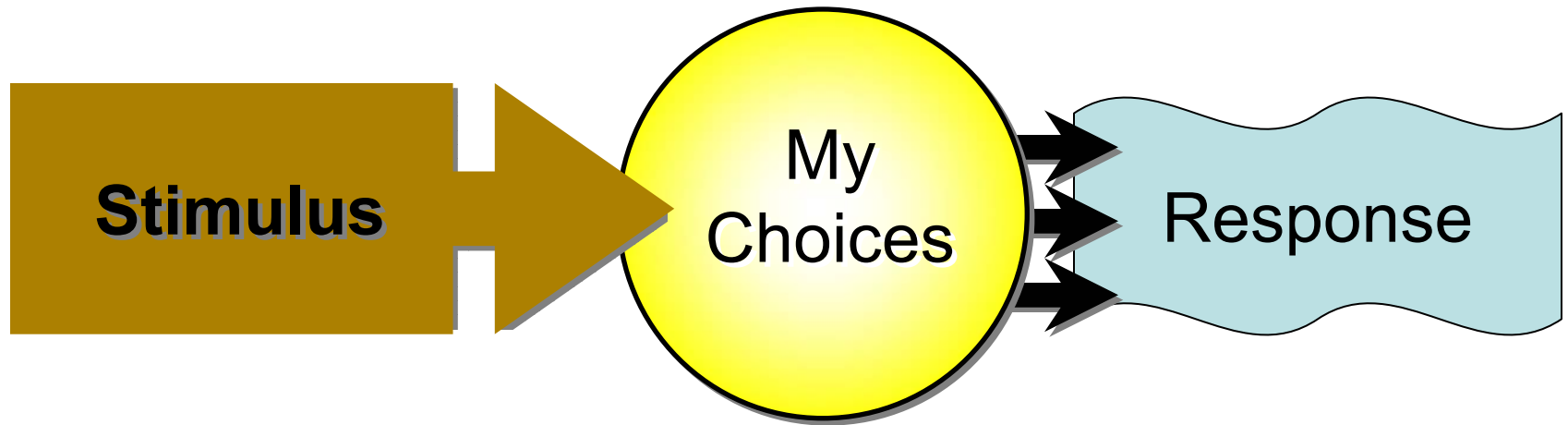
# Spiral of Thinking



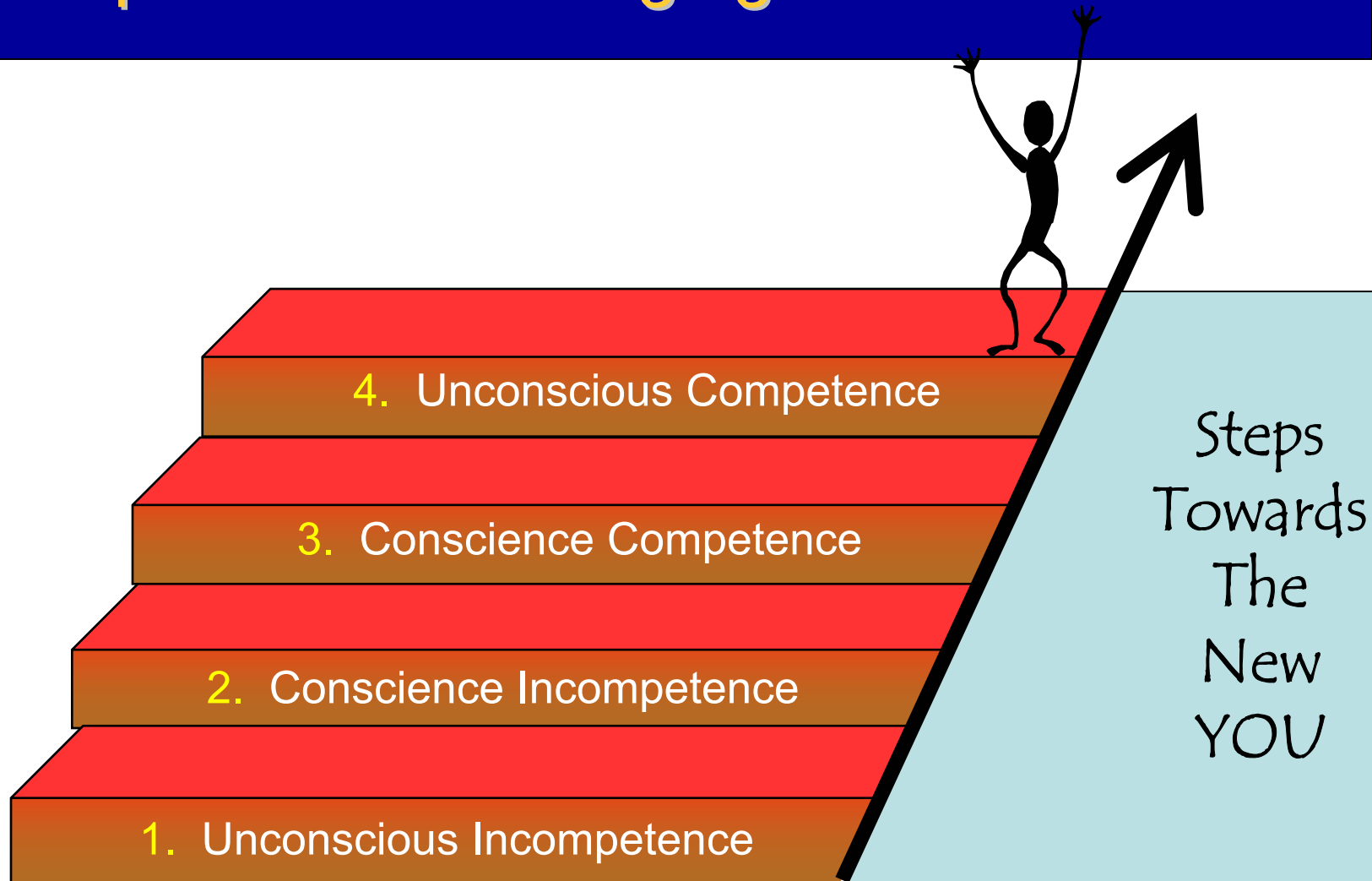
# Choose Your Behaviour



# Choose Your Behaviour



# Steps towards changing Behaviour





# Be positive, Creative, Constructive

- |              |               |
|--------------|---------------|
| ■ I can't    | ◆ I can       |
| ■ I, me, my  | ◆ You, your   |
| ■ Stressed   | ◆ Motivated   |
| ■ If only    | ◆ Next time   |
| ■ Difficult  | ◆ Challenging |
| ■ I'll try   | ◆ I will      |
| ■ I want to  | ◆ I have to   |
| ■ Could have | ◆ My goal     |
| ■ Problem    | ◆ Opportunity |
| ■ Someday    | ◆ Today       |

# The Choice is YOURS

With a Bad attitude  
you can never have a positive day

With a Positive attitude  
you can never have a bad day

# Kick the Cat

Fill-in this "Cat Kicking" sentence:

          Ravi           said to me, “ Do not interfere in my business. ”  
even though I always helped him. . Doesn't he/she realize  
that I only helped him when he had no job and brought him in this company.

How did you feel after you "Kicked the Cat"? How do you think the other person felt? How can you prevent this from happening again? What will you do next time?

# Be a “good finder”

A “good finder”  
looks for good  
and  
compliments goodness.

# 4 things everybody wants from a relationship

- To be right.
- Understood.
- Appreciated.
- Respected..

# Quotable Quote

- There is no such thing as a self-made man.
- We are made up of thousands of others.
- Every one who has ever done a kind deed for us, or spoken one word of encouragement to us, has entered into the make-up of our character and of our thoughts as well as our success.

*George Matthew Adams*

# Show People that You Care

Sensitivity and caring  
is a **lubricant** for a  
productive relationship!

# What do you desire most in life?

Reduced debt?

More power?

More friends?

Promotion?

Weight loss?

Peace of mind?

Higher degree?

New home?

New car?

More time with family and friends ?  
(both quantity and quality)



# Beyond Positive Attitude

You need to

**CREATE** and **MAINTAIN**

a

**PEAK STATE**

that will help you to be more effective in  
everything you do!

# Beyond Positive Attitude

A

**PEAK STATE**

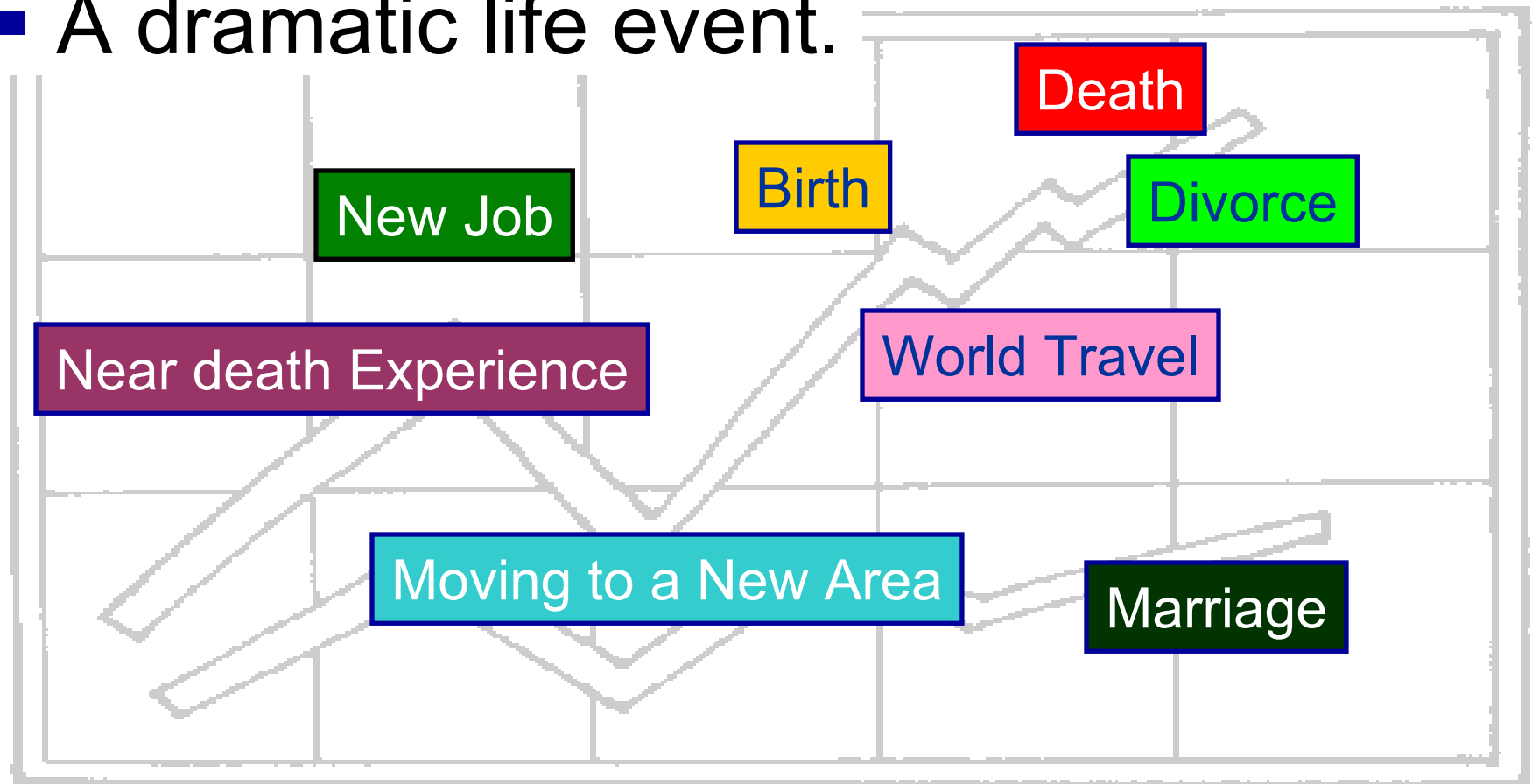
is different and much more powerful than  
just a

**Positive Attitude.**

# Changing Beliefs

# 1

- A dramatic life event.



- Education & Experience

Earth was believed to be flat.

Heavier-than-air flying machines are impossible.

Computers in the future may weigh no more than 1.5 tons.

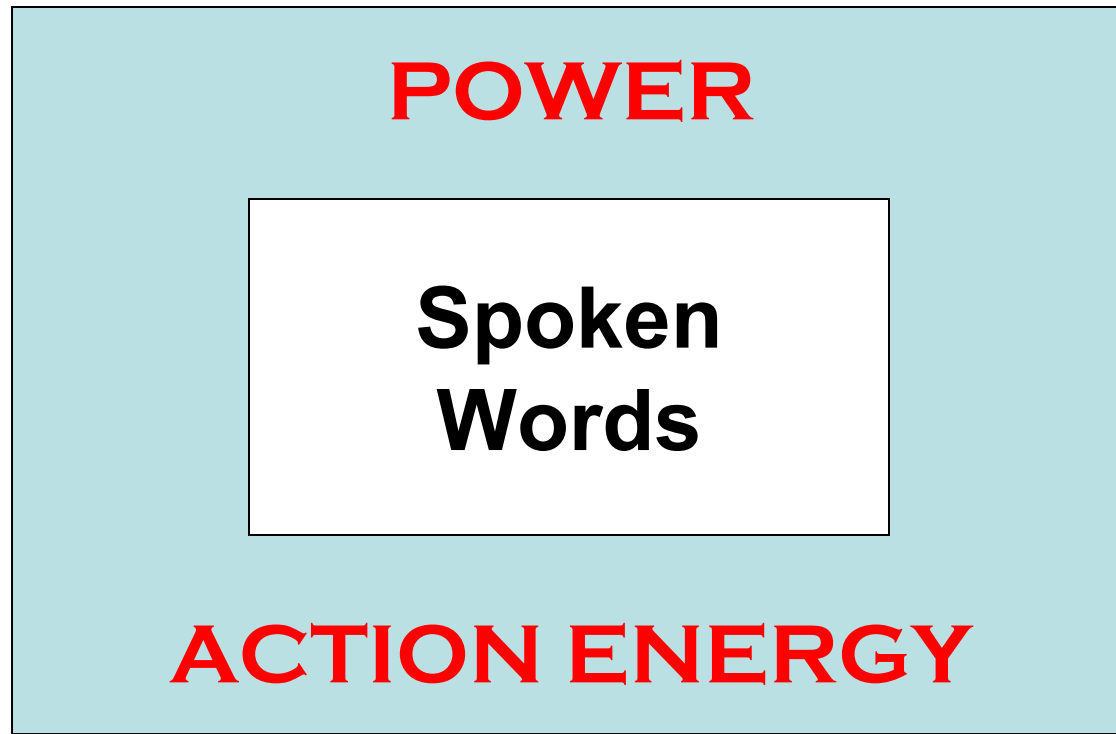


- Perpetual Messages



How do you pour ink  
out of a bottle that is  
attached to a table

# Writing Affirmations



# Affirmation Statements

- Keep them short and simple
- Make them specific
- Keep them positive
- Keep them in present
- Use your voice
- Make it believable..

# Visualization

1. Visualize a natural image that compliments the statements you are making.
2. Visualize the outcome you would like to experience as a result of the affirmation

- *Get Creative*
- *Add Smile*
- *Feel the Energy within*
- *Get a Positive Power Boost*
- *Take a Walk*
- *Listen to Music*
- *Meditate*



**Start NOW**

**Procrastination  
is the killer of  
success.**

# Write, Write, Write

Minimum 7 times in a row  
*(preferably 10 or 20)*

X

3 times daily  
*(Morning, Noon, Night)*

# See, See, See

Take control of your mind  
with Positive Thoughts  
Do not let passively allow  
the Influencers  
in the media control it for you.

# See + Absorb

Car

Working Desk

Bath Room Mirror

Computer Screen

**Repeat, Repeat, Repeat!**

5 to 10 times

aloud

in front of a mirror

# Feel, Feel, Feel

The Emotional Power in your Body

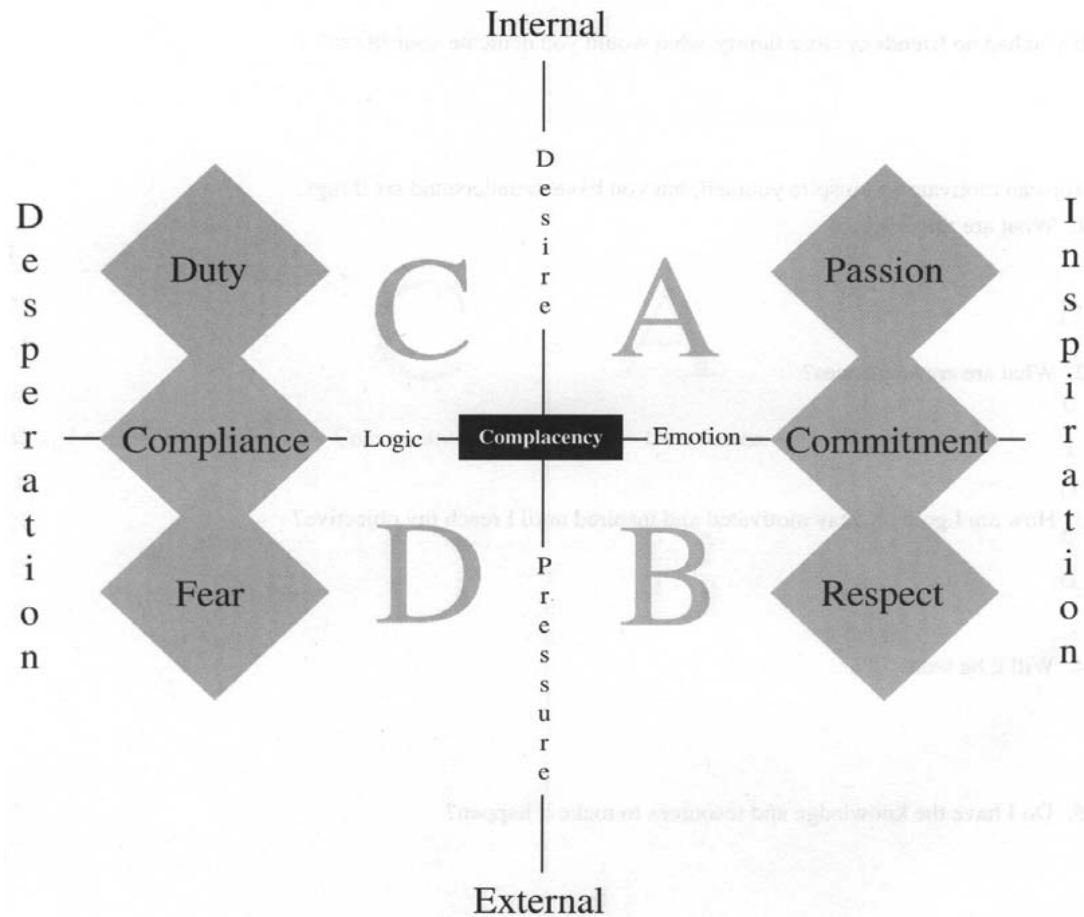
The result Created in your Life

Hear, Smell, Breathe the results

# Control, Control, Control

Take control of your mind  
with Positive Thoughts  
Do not let passively allow  
the Influencers  
in the media control it for you.

# Motivation Equation





# Goal Setting

- SMART Goals
  - Specific
  - Measurable
  - Aspirational
  - Realistic
  - Time bound
- Organizational Goals vs. Personal Goals

# Combine Affirmations with Goal Setting

2+2 = 5 effect

*If  
you  
want*

*and*

*If  
you  
can't*

You haven't tried.....

# Attitude changes!

- Winners recognize their limitations;  
but focus on their strengths.
- Losers recognize their strengths;  
but focus on their weaknesses.
- Do not ever fight with pigs;  
you will get dirty.
- All success stories are stories of  
failures.

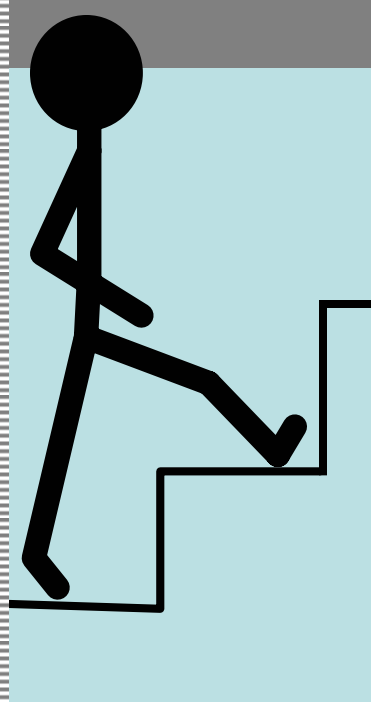
# 21 Days to form a Habit

- Write the affirmation at the top of the page. Beside the affirmation write today's date.
- For each of the 21 days write down the task or action plan. Just keep that piece of paper close at hand and mark off each day and the time you completed your affirmation. At the end of 21 days, you should be able to throw the paper away. You will have developed a new habit.

# Take Home...

*“Whatever the mind of man can  
**conceive**  
and  
**believe,**  
it can  
**achieve.”***

*- W. Clement Stone*

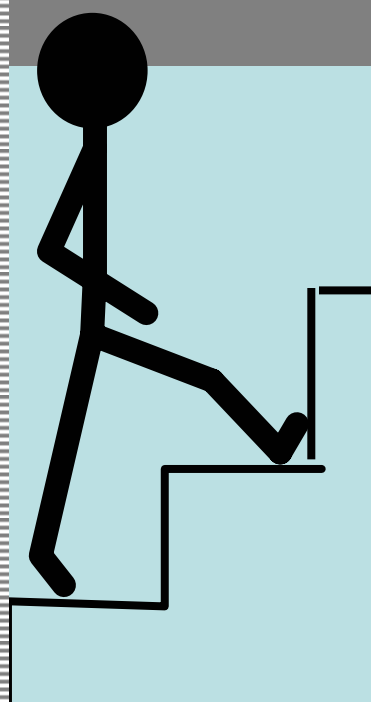


**Dare to believe!**

Time to act is...







[www.Skillscape.net](http://www.Skillscape.net)

Resource Development Consulting

D-8/8042, Vasant Kunj, New Delhi - 110070