

# Mindset

## The New Psychology of Success

A Webinar with Larry Kendall

1. Mindset, The New Psychology of Success by Dr. Carol Dweck

2. Three Keys to Your Success:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

3. What holds you back?

- Your emotional energy
- Your story

4. Emotional Energy – Your Vibe

5. Your Story

“Stories control our emotions, and our emotions drive all of our behavior and actions.” – Tony Robbins

You have 4 stories:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

6. Pop Quiz – Yes or No?

- You have a certain amount of intelligence and you can't really change that.
- No matter who you are, you can significantly change your intelligence.

- You have a certain amount of talent and you can't really change that.
- No matter who you are, you can significantly change your level of talent.

7. Fixed Mindset:

- People believe their basic qualities like their intelligence and talent are simply fixed traits. They believe that talent alone creates success – without effort.
- “I’m the best. I’m smarter and more talented. I don’t have to work like the others.”
- “I have to win. If I can’t, I won’t play.”

8. Growth Mindset:

- People believe their most basic abilities can be developed through dedication and hard work – brains and talent are just the starting point. They have a love of learning and a resilience that is essential for great accomplishment.
- “I can get better with hard work.”
- “I can win if I work hard enough.”
- “Failure (mistakes) often comes before success.”

9. Success Findings: Virtually all great people have \_\_\_\_\_.

10. Fixed and Growth Mindset Examples:

- Business
- Sales
- Sports
- Science

“Work trumps talent when talent doesn’t work.” – Geoff Colvin, *Talent Is Overrated*

11. Ninja Mindset = Growth Mindset

- There are no \_\_\_\_\_.
- There are only \_\_\_\_\_.
- Learn from them and correct. Work hard to improve. Get better.
- LEARN!

12. We were born to learn.

“I don’t divide the world into the weak and the strong, or the successes and the failures....I divide the world into the learners and the non-learners.” – Dr. Benjamin Barker

13. What happened?

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

14. The Self-Esteem Movement

“A healthy butterfly takes work.”

15. Mentoring Kids – Good Grades

16. Mentoring Kids – Bad Grades

17. Changing Your Mindset

- Your mindset frames the running account (story) that’s taking place in your head. It is the lens that guides your interpretation process.
  - Fixed Mindset = Judgment
  - Growth Mindset = Learning
- Four Steps - Internal Dialogues (Dweck)
- Five Actions (Achor)

18. Four Steps – Internal Dialogues

**Step 1: Learn to hear your fixed mindset “voice”.**

- “Do I really have the talent?”
- “What if I fail?”
- “Make an excuse. Not my fault.”

**Step 2: Recognize that you have a choice.**

- Fixed: “My talents are lacking.”
- Growth: “What do I need to learn? How can I ramp up my effort? It’s up to me. I can do this.”

**Step 3: As you approach a challenge, talk back to it with a growth mindset.**

- Fixed: “Are you sure you can do it? Maybe you don’t have the talent.”
- Growth: “I’m not sure I can do it now, but I think I can learn to do it with time and effort.”
  
- Fixed: “What if you fail? You’ll be a failure”
- Growth: “Most successful people had failures along the way.”
  
- Fixed: “If you don’t try, you can protect yourself and keep your dignity.”
- Growth: “If I don’t try, I automatically fail. Where’s the dignity in that?”

**As you hit a setback:**

- Fixed: “This would have been a snap if you really had talent.”
- Growth: “That’s so wrong. Basketball wasn’t easy for Michael Jordan and science wasn’t easy for Thomas Edison. They had passion and put in tons of effort.”

**As you face criticism:**

- Fixed: “It’s not my fault. It was something or someone else’s fault.”
- Growth: “If I don’t take responsibility, I can’t fix it. Let me listen – however painful it is – and learn whatever I can.”

**Step 4: Take the growth mindset ACTION.**

- Practice hearing both voices and acting on the growth mindset.
- Over time, the voice you heed becomes your choice and your life.

19. Five Daily Actions to Change Your Mindset

1. 3 New Gratitudes
2. Journaling – Positive Experience
3. 15 minutes of “fun” – exercise
4. Meditation – 2 minutes “clearing”
5. Random act of kindness – notes

20. Take a Chance by Dr. Wayne Dyer

# ***Take a Chance!***

**By Dr. Wayne W. Dyer**

One of the most common questions people ask me is some variation on: *How can I overcome fear and take a chance?* We all fear change and the risks it carries, but I have to say that everything significant I've ever experienced has involved change. Our soul wants to expand and grow. When we stay with the familiar, just because it is familiar, we are responding to a fear of failure that doesn't support our growth.

I suggest you consider a radical idea. What if there is no such thing as failure? Failing is a judgment that we humans place on a given action. Rather than judgment, substitute this attitude: ***I cannot fail. I can only produce results.*** Then the most important question to ask yourself is, "What do I do with the results I produced?" It is better to jump in and experience life than to stand on the sidelines fearing that something might go wrong.

Consider for a moment what your original nature is like. As an infant, before you were ever subjected to the conditioning that leads you away from risks for fear of failing; your nature was programmed to learn how to walk. For a while you just laid down, then your nature said, "Sit," and you did. Then your nature commanded, "Crawl," and you obeyed. Eventually your nature said, "Stand up on two feet, balance yourself, and move from an upright position." And you listened.

The first time you made the effort; you fell down and returned to crawling. But your nature wouldn't let you stay satisfied with crawling and you ignored your fears and the results you had produced and you stood up again. Eventually your nature won out and you walked upright. What if you had succeeded in resisting your natural programming? What if you had refused to take a chance? You would still be crawling on all fours and not know the advantages of an upright life!

Know in your heart that you have never failed at anything and you never will. What might be judged as errors or mistakes are the very stuff of growth. Refuse to use the term "failure" about yourself or anyone else. When you take a chance and things don't go as planned, you didn't fail, you only produced a result. Feel gratitude for the life-enhancing opportunity to learn and grow from those results. Now you are free to resume the exciting, inventive, creative work that is your life.