

# Developing a High Performance Self Concept

#### TELECONFERENCE LEADER: Noel Posus, Master Coach

**TELECONFERENCE DURATION:** 75 Minutes plus Question Time

#### Introduction

Welcome to LCIA's TeleConference series. This learning guide has been designed to support you in getting the most out of your participation in the conference and to achieve your desired results.



Self Confidence is one of the most important qualities we can develop in ourselves and one which is a foundation for our sense of success and achievement. Tonight's forum on **Developing a High Performance Self Concept** is structured in three parts, which also matches the simplest structure of coaching:

- 1. Raise Awareness
- 2. Make Decisions
- 3. Modify Behaviour

This is a continuous process that we will explore in this TeleConference and develop habits to "think" this way on an ongoing basis.

### Learning Objectives and Course Agenda

- 1. To understand the importance of self confidence and why it's a powerful influence on your performance.
- 2. To learn a number of strategies to potentially vastly increase your self confidence.
- 3. To identify how and why you perform as you do in various aspects of your life.
- 4. To learn some incredibly powerful processes for reframing your limiting self beliefs in order to produce positive outcomes in your life.
- 5. To identify behaviours that could transform your self concept and therefore your performance and your life.
- 6. A Question and Answer period will commence at the end of the presentation.

#### In this TeleConference...

This TeleConference has a number of activities as follows:

- Strengths Inventory
- Values, Beliefs, Attitudes, Decisions and Behaviours to make some declarations in class, and continue further work afterward
- Making commitments.



# **Strengths Inventory**

What am I worth? For each of the headings below, and in a manner that suits your learning style (For example, lists, journals, collage, audio/video) detail all your strengths. The facilitator will guide you through this exercise.

0 0 0	Skills and Abilities Experience Knowledge & Understanding	(this is what I can do) (this is what I have done) (this is what I know)
0	Qualities	(this is what I am)
	o Qualities	
	<ul> <li>Opportunities for further development</li> </ul>	
0	Memberships	(this is who I identify with)
	<ul> <li>Memberships / Groups now</li> </ul>	
	<ul> <li>Memberships / Groups future</li> </ul>	
0	Highlights / Achievements	(this is what I am proud of)
	<ul> <li>Highlights of Achievements</li> </ul>	
	<ul> <li>Tragedies (Achievements)</li> </ul>	
0	Education & Qualifications	(this is my credibility)
0	Volunteer Work	(this is how I give)
	o To others	

- When you have completed your list, or when you're feeling "stuck", ask others in your life to add to it.
- And what do you do when this above exercise doesn't work for you? If you're not willing to believe in what you and others have listed, it won't work until you change what and how you think. The next sections address that.

# Self-Defeating Thinking

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To myself

Without a doubt, self-defeating thinking is the single most powerful force behind us NOT having a strong self-confidence and image. Your facilitator will take you through ten illustrations of self-defeating thinking. Write them down in the spaces provided, or in another format that suits your learning style. Come back to these later to determine if any of them represent how you think, and then start designing solutions to change it, starting with CHOOSING to change.







# Getting Over "You Should" and "I Should"

Being aware of our language is one of the most important things we can do. Language unchecked simply becomes a habit and it affects not only how we think, but the choices we make and therefore our behaviour. The facilitator will provide ten points on how to get over using the word, "should". Please write these down in the spaces provided on the next page, or in another format that suits your learning style. Come back to these later to determine if any of them represent how you think, and then start designing solutions to change it, starting with CHOOSING to change.

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# Choosing to respond to criticism differently

If you have been suffering from self-criticism and/or the criticism of others, AND you are now CHOOSING to respond differently, here are tips which will help you. The facilitator will provide ten points. Please write these down in the spaces provided on the next page, or in another format that suits your learning style. Come back to these later to determine if any of them represent how you think, and then start designing solutions to change it, starting with CHOOSING to change.

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# **Creating Powerful Positive Self Talk**

Creating powerful positive self talk is absolutely required. The facilitator will provide ten points. Please write these down in the spaces provided below, or in another format that suits your learning style. Come back to these later to determine if any of them represent how you think, and then start designing solutions to change it, starting with CHOOSING to change.



#### Achieving Personal Power through Self Confidence

Now that we have greater awareness regarding your strengths and how you either celebrate them or discount them, AND we know more about how self limiting beliefs and negative self talk can slow you down, now it's time to start putting some behaviour changes in place to support you, grow your confidence and increase your personal power. The facilitator will provide ten points. Please write these down in the spaces provided below, or in another format that suits your learning style.





#### What Next...

This TeleConference has provided you with a number of tools to assist you in understanding the concepts of self confidence, personal power, positive and negative self talk and language choices. We've raised awareness together. Now, it's up to you to make choices and modify behaviour in ways that best suit what you're trying to achieve.

• What are you willing to commit to right now?



What is your first step?

Do you need assistance to get there?

If you feel you need the assistance of a coach, please check out the **Find a Coach** section of our website at <u>www.lcia.com.au</u>. We have highly qualified and talented graduate coaches who'd be happy to help you.