

THOUGHT PATTERNS FOR A SUCCESSFUL CAREER®

Mastering the Attitude of Success™

SECTION 3: EXTENDED LEARNING

This section is designed to take you on a deeper dive into the understanding and application of the concepts.

- EL Unit 1: The Self-Talk Cycle
- EL Unit 2: The Next Time . . .
- EL Unit 3: Habits, Attitudes, Beliefs and Expectations
- EL Unit 4: Four Phases of Goal Assimilation
- EL Unit 5: Motivation In-Depth
- Conclusion
- TPSC MAS Inventory Post-Assessment

The Self-Talk Cycle

Patterns: Break Them and Make Them



OVERVIEW

Our self-image is the accumulation of everything we believe about ourselves and our abilities. To the outer world, our self-image is reflected in our performance – what we do and how we act. What reinforces our self-image is our self-talk, which we already know we can control to build us up or tear us down. We can use this cycle to keep us the same, or help us to move to that next level in our education, our lives and careers.

OBJECTIVES

By the end of this unit, I will understand:

- my self-image is my definition of who I believe I am.
- who I believe I am is reflected in my outward performance.
- positively or negatively, my self-talk reinforces my self-image.

We act in accordance with the truth as we believe it to be.

LouTice

KEY CONCEPTS

Performance Reality: How one acts and performs based on one's currently dominant self-image.

Self-Image: The accumulation of all the attitudes and opinions one has perceived about oneself that form a subconscious picture of oneself; the imagined self; the self that one supposes oneself to be; the picture; self-regulation.

Self-Talk: An act whereby one evaluates or assesses one's behavior; how one talks or reaffirms to oneself when one reacts to one's own evaluation, or others' evaluations of one's performance. Self-talk may have an affirming influence in establishing self-image.

NOTES

Write down your ideas, observations and insights as you work through this unit. Date your entries.

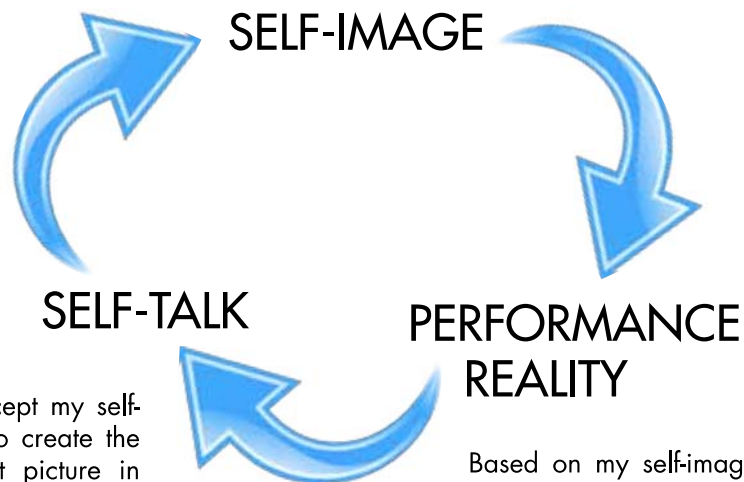
REFLECTIVE QUESTIONS

1. What do I believe about my abilities to succeed as a student on the road to graduation?
2. What actions or behaviors do I show to those around me that reflect these beliefs?
3. How does my self-talk support these beliefs?
4. What do I want to change to help move me along toward my graduation?

EXERCISE: The Self-Talk Cycle

Get out a test, or a project, or an assignment from earlier in the term. Review how the self-talk cycle applies to each phase.

What is my current self-image regarding test taking, interviewing, trusting teachers, accepting help from classmates, my capabilities of being able to do this coursework? What are the significant events that have impacted my self-image? Is my present self-image helping me to release my potential, or not? Does my self-image need to be changed?



In order to intercept my self-talk and begin to create the new replacement picture in my mind, what would my new affirmation be? (Refer to the affirmation guidelines in Unit 10 to write your affirmation in first-person, present tense, experiential or positive imagery. Remember, $I \times V = R$ in order to change the picture on the subconscious level.)

Based on my self-image with regard to today, do my behaviors and performance match my self-image? What would my behaviors look like, feel like, be like if I were behaving closer to my potential?

5 COLUMN AFFIRMATION WRITING GUIDE

Directions: Working from left to right, create an effective affirmation for each example.

Current Reality Present State	Potential Loss Emotion-Feeling	Vision Desired State	Why? Personal Value Emotion-Feeling	Affirmation Personal-Positive-Clear Balance-Action-Emotion I xV = R
A statement describing the “now.”	What is the “now” cost- ing you? • Effect on you • Feeling	What does it look like without the problem?	What does that desired state “give” me?	
I do not like taking tests.				
I am terrible at interviewing!				
It is hard for me to trust teachers.				

SUMMARY: Fundamentals

Let's review a little bit, and then move forward. We've gone through a great deal of material up to this point.

You and I have what we call a self-image. That self-image is really nothing made up. It is your reality that's stored in the neurons of your brain. That self-image controls how you act or how you behave. We call that how your Performance Reality actually is.

Now, what does that mean, performance reality? It is how you really are if you are not faking it. So your self-image automatically controls "you." Now, you can override it. You can try hard to be better, sweeter, nicer, friendlier, or happier. But inside, you know "if I let go of control, they'd see the real me." This is the "real me" we are talking about.

What we're saying really is, as I think, I am. As I think, I am. Now, this controls your automatic, free flowing behavior of the way you automatically act. What caused that to occur in the first place was how you spoke to yourself with your self-talk. Remember, self-talk is that three dimensional form of thought: words, pictures, and emotion. The word for self-talk might be called by others an affirmation.

Now, what's an affirmation? It's just a statement of fact, a statement of belief. You are making thousands of them every day: I like this. I don't like that. That's like me. That's not like me. You are constantly talking to yourself.

That self-talk forms your self-image and still does. What makes it difficult for us to change is every time you make a mistake, and you see yourself making a fool of yourself, messing up some way, and so on, as you observe how you messed up, you tell yourself, "Well, that's always been like me." So remember, your self-talk goes like this: "That's like me. I've always been a screw up." "I've always made a fool of myself." "I've always been forgetful." "That's normal for me." "That's like me." This self-talk reinforces your already existing self-image that isn't good enough for you, anymore.

SUMMARY: Application – Taking Tests

Think about taking tests or exams. What feelings do you get? Are the feelings negative, positive, or neutral? Your answer provides insight into your self-image with regard to test-taking.

If they are positive, that's great. Positive thoughts/emotions toward test-taking become an asset when it comes to preparation – studying, keeping your attention, focusing on what you need to learn, continuing to work through content that might not be coming as easy to you, seeking out help if necessary and ultimately walking into the test confident and self-assured because you expect to do well. Why? Because you know that you are ready. Because of the positive self-image, you have put yourself in a position to succeed and release your potential at the highest level. It is the self-image, the picture of how you see you, that gives you the drive, energy, problem-solving and creativity to ready yourself for the test. Your self-image of seeing yourself performing at a high level when taking tests releases your actions and behaviors to do the work to prepare that supports the self-image.

What if the thought of taking a test is wrapped up in negative emotions? Just the thought can make you nervous, anxious and make your stomach turn. You begin to sweat. Your mind starts racing toward thoughts of how you might be able to get out of it by taking the test at a later date. If it really frightens you, you may begin wondering, “How bad would my life be if I just gave up getting an education altogether?”

How do you think you got such a negative self-image with regard to test-taking in the first place? Obviously, those emotions didn’t appear by accident. You have a few, if not many, very negative, debilitating emotions. That picture shows itself every time you perceive, “I have to take a test.” The picture is real. It may come with awful memories of embarrassment, or teasing and humiliation from other students. It could be criticism from teachers or family members. Very likely, it is the nail in the coffin, the final straw.

A negative affirmation from a significant person to whom you gave heavy sanction, which means you “accepted and assimilated” their point of view, became a part of your self-image. That person was a “who-said” in your life because of the way you perceived them. They could have been a teacher, a counselor, a school administrator, or a parent, older sibling, grandparent, close friend. It could have been a coach or leader in your community. Regardless of their role in your life, you gave them sanction because of who they were and what they represented at that moment of your life.

As a result of all those negative emotions, you now have a self-image that says, “I don’t, I can’t, I won’t take tests. I’m not good at them.” “It never turns out well.” With your self-talk, you are reaffirming the self-image that is holding you back from releasing your potential to take tests well. You keep reminding yourself of the person you are, not the person you are capable of being.

Here’s the good news. By intercepting your self-talk you can begin to tell yourself the person you intend to be. You need to begin giving yourself a replacement picture of the new you successfully taking tests. The new image is what it would look like, feel like, and be like when you are effectively taking tests.

SUMMARY: Application – Interviewing

Think about interviewing for a new job. Think about your self-image with regard to speaking clearly, confidently and articulating your skills and abilities to a potential employer. As you consider the self-talk cycle, what is your current self-image? If you think about performing in an interview, is it at the level you want or do you need to change your self-image?

What if the thought of interviewing makes you nervous, anxious, or even frightened, taking you way out of your comfort zone? How do you think you got that self-image in the first place? Perhaps it was unsuccessful job interviews in the past or one-on-one confrontational meetings with teachers, school administrators, coaches, supervisors, or managers. Regardless of what happened, it was through some type of negative past experience. It may have happened once, or many times. Either way, you played the negative experience or experiences over and over in your mind with the negative emotion until it became a part of your historical memory. It became your self-image with

regard to interviewing. Based on this, how are you going to act when sitting in an interview? Your mind goes blank. Words don't come out, and when they do you can't seem to put a sentence together. You sweat through your clothes. Your stomach starts churning, and you blow the interview.

On your way home from the interview, you reflect, "I've never been able to do that. How am I going to ever get a job if I can't interview? I might as well not even go to the next one. I already know how it's going to turn out." With your self-talk you are reaffirming the self-image that is holding you back. You keep reminding yourself of the person you are.

By intercepting your self-talk you begin to tell yourself the person you intend to be. You begin giving yourself a replacement picture of the new you in a successful interview. The new image is what it would look like, feel like, be like when you are interviewing effectively. Your affirmation might be something like, "I am calm, confident, and articulate when speaking about my talents and abilities to perform in this job because I am qualified, prepared, and deserve a new career."

Remember, the affirmation, the new picture you are painting in your mind, is not the end result. It is the means to get you the end result. Remember, you read the affirmation, get a picture of you sitting in an actual interview, and feel the positive emotions of being calm, confident, and articulate. The greater the image, the more drive you get to do something about it.

The more you see yourself performing at your new level of expectation, the more you practice answering questions. You rehearse in front of a mirror. You ask your friends or family to interview you. You continually work with career services to sharpen all aspects of the job attainment process. As you change the construct in your mind (the calm, confident, articulate interviewer who deserves a new career), you become discontent with the old self-image. You grow yourself into a fabulous interviewer by first changing your mind from what you used to be, which then releases your potential to grow into the new you.

NOTES