



Think Your Way to Success

Charlotta Hughes

# Who Am I?

- 8 years Human Resources Experience
- BSc (hons) Psychology & Computing
- MA Human Resources Management
- Chartered Member of the Chartered Institute of Personnel & Development
- Professional Life Coaching Practitioner Qualification
- Corporate & Executive Coaching Diploma
- Be Me Life Coaching established January 2007
  - Confidence Coaching
  - Entrepreneur & Career Coaching
- Motivational Talks

# The Power of Thinking

Powerful impact of self talk both on our states of mind and on the likely outcomes of our actions.



# Internal Dialogue

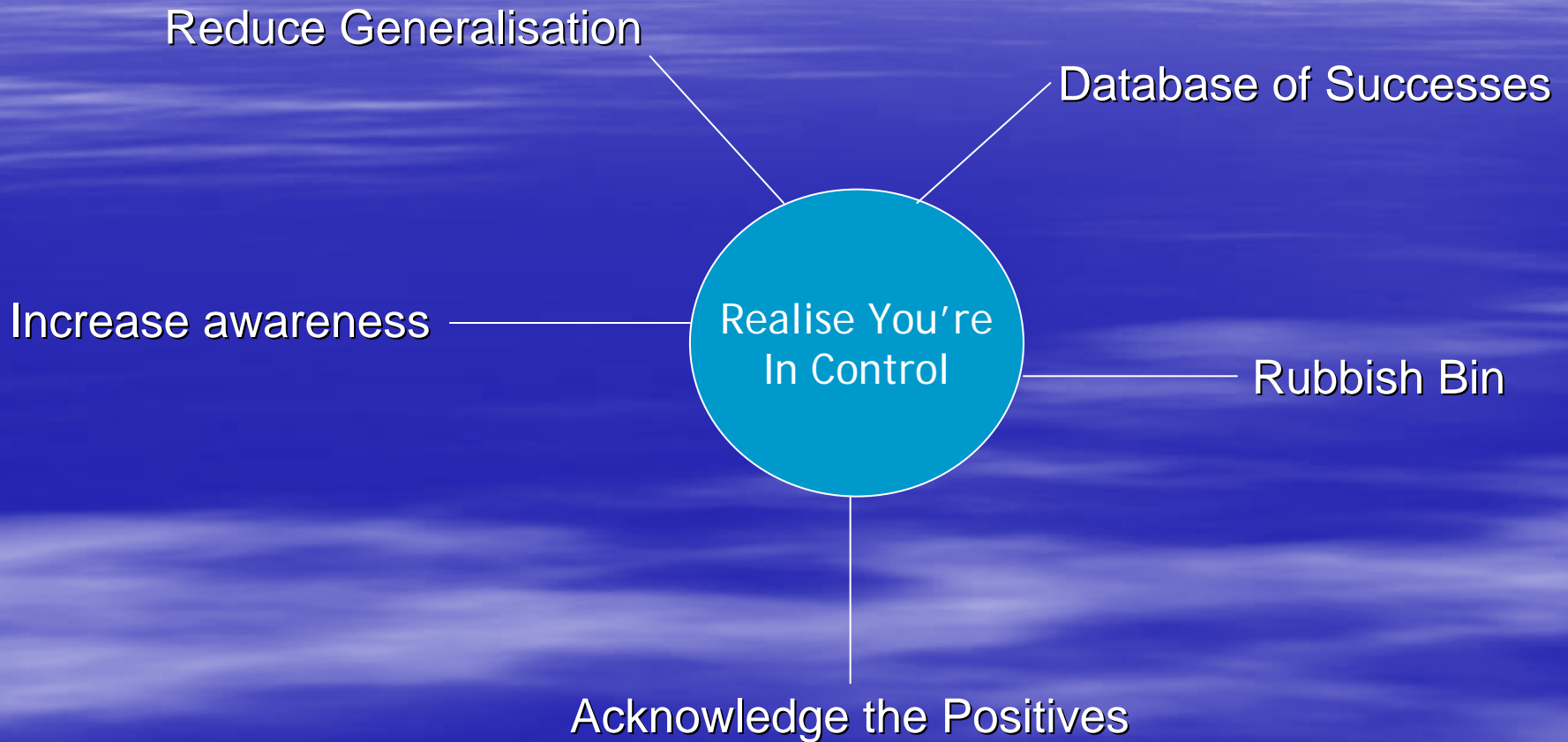
- 150 - 300 words/minute
- Most important conversation we'll ever have

*"it determines our view of ourselves & the world"*



- Evolution → encourages negative self talk
- Ideal ratio: 2/3 positive and 1/3 negative

# Positive Self Talk Techniques



# Neuro Linguistic Programming

- The power of the language we use
- Where do you place your attention beam?

# Belief Systems

And how they decide everything we  
do, feel and think

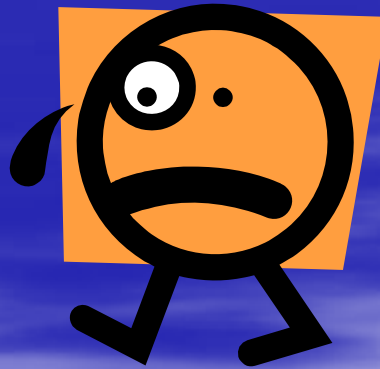
- The subconsciously development of beliefs

Experiences → thoughts → beliefs → convictions → our own reality

- Filtering evidence

# Unsupportive beliefs

“Feeling like a fraud”



# Female vs Male Perception

## Job Description and Person Specification

- Typical man's thought (belief):

"I can do 70% of this job already"

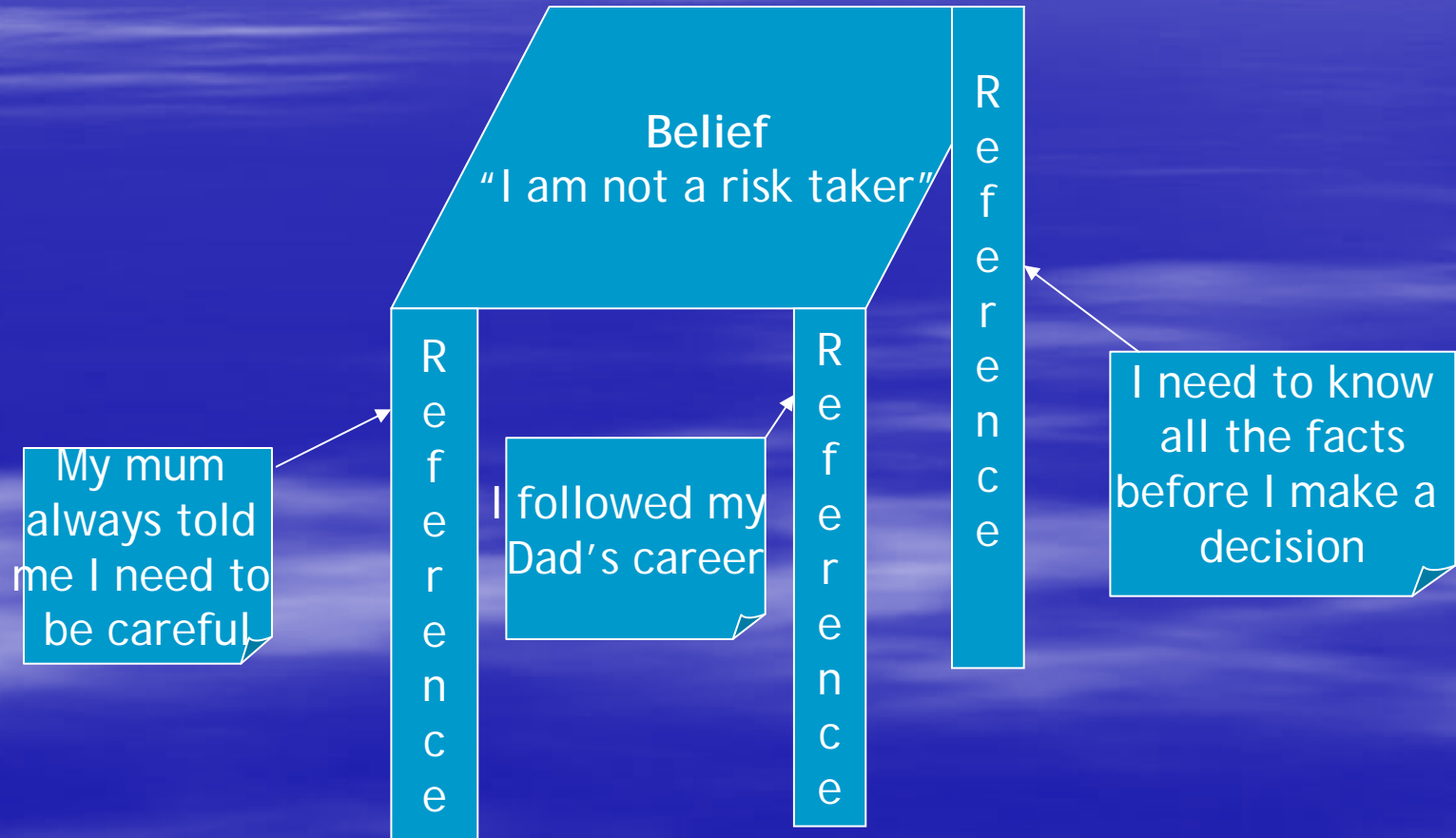


- Typical woman's thought (belief)

"I can't do 30% of this job"



# Table of Beliefs



# Self-Sabotaging Behaviour

“Our inner saboteur is activated when we feel strong emotions - often positive ones”



1. Expectation/belief of rejection or failure (repressed)
2. Experience joy and success
  - conflict created
  - sabotaging behaviour in order to create an outcome that is aligned with our belief

“we seek out proof for our beliefs”

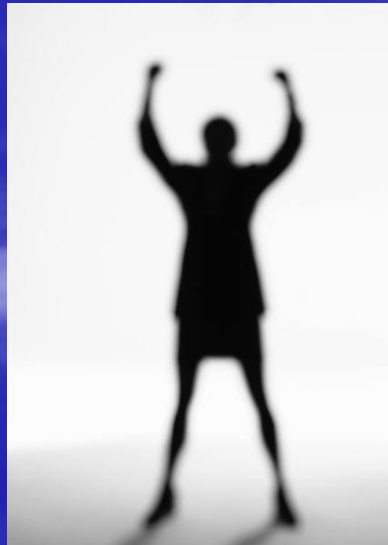


# Great news!

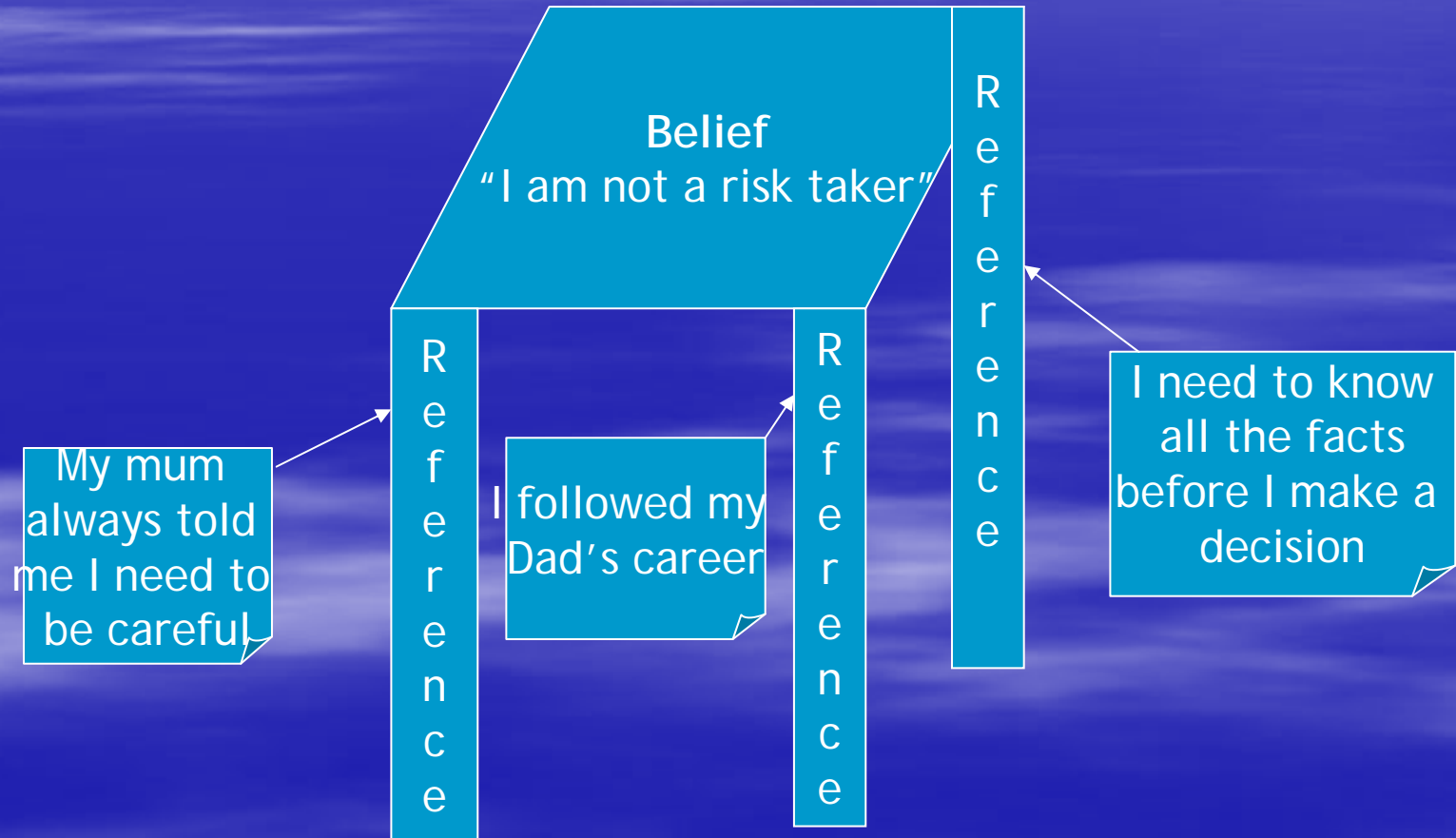
Believes are not reality

=

We can change our unsupportive beliefs



# Table of Beliefs



# Internal vs External Feedback Systems

- Internal
  - Inventor of the light bulb
- External
  - Celebrities

# Process of Taking Control

- Awareness

- Limiting beliefs
- Subconscious drivers
- What you want!



- SMART goals

- 'A goal without a plan is just a wish'

Antoine de Saint-Exupery

- Create new habits
  - Deliberate practice & reinforcement
  - Self Recognition
- A partner can help
  - Encouragement
  - Support
  - Objective
  - Non judgemental
  - Non critical
  - Accountability



Thanks for listening!

I'm at stand 220