

Unit 1.3 Beliefs

OVERVIEW

The key to releasing all of the wonderful potential inside you lies in your beliefs—the beliefs that you hold about yourself, your business, your relationships, and the people around you. Positive beliefs can help you to achieve more favorable results than you ever thought possible. Negative beliefs, however, can hold you back in ways that you may not even recognize.

Beliefs have this power because they define “the truth” as we know it. As we have discussed in previous units, human beings act in accordance not with some absolute, fixed truth, but with “the truth” as they believe it to be.

Remember, scotomas are formed because we see what we expect to see, or what we believe we will see—not what really “is.” And self-efficacy is determined not by our actual capabilities, but by what we perceive our capabilities to be. Our beliefs are the foundation upon which “the truth” around us is built, and that “truth” governs how much we can achieve.

And so, if you want to improve your performance and your results—whether in your personal life, your relationships, or your business—you first must change your beliefs. Doing so will open up a whole new world of “truths,” and those new truths, literally, will “set you free.”

UNIT QUESTIONS / EXERCISES

1. Think about someone who know who has achieved a great deal. Try to imagine some beliefs that they might have entertained, if they had chosen to, that could have held them back. Share your answers with your coach and/or the group.

2. Can you think of a time in the past where a particular belief kept you from achieving what you wanted to? Discuss your answers with your coach and/or the group.

3. Think about how this applies to your work relationship at John L. Scott. What beliefs have been holding you back in your individual performance? What organizational beliefs have been hurting us as a group? How can we change them?
