

Unit 1.5 What's Holding You Back?

OVERVIEW

You have a great deal of potential, but you may hold attitudes about yourself or certain situations that won't let you release it. More than likely, an emotional response inside you is holding you back. Ask yourself, "What am I avoiding? What am I allowing to influence my behavior that has nothing to do with the task at hand?" You may be surprised to discover that you are almost automatically drawn to certain beliefs in specific situations, sometimes without even thinking about it.

This inclination to let certain beliefs hold sway is called our "attitude." In aviation, "attitude" is the physical orientation of a plane toward the horizon. If a plane's attitude is wrong, it can crash. Similarly, if our attitudes—our inclination toward certain beliefs and behaviors—are wrong, we can crash, too. Our personal efforts will fail, our work efforts will fail, our relationships will fail.

With a positive attitude, we lean toward, or embrace, the opportunities or challenges that confront us. With a negative attitude, we tend to shy away from those opportunities or challenges. A negative attitude isn't necessarily bad. It simply means that you perceive a situation to be uncomfortable, or embarrassing, or beyond your capabilities.

You need to examine these situations to discover what attitudes might be standing in your way. Then, as you will learn later, you can change the emotional feedback you receive so that your attitudes will encourage, rather than discourage, you in achieving the success that you seek.

UNIT QUESTIONS / EXERCISES

1. How can attitudes affect the way in which you respond to opportunities and challenges? Share your answers with your coach and/or the group.

2. Think of a situation in which you have felt uncomfortable. What attitudes did you hold that contributed to your discomfort? 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 attitudes govern the way in which you or your organization approaches opportunities and challenges? How can you change them to be more positive or beneficial?
