

RITUALISE TO ACTUALISE

Definitions: Ritualise – Making something a routine/repeated patterns of actions and/or behaviour. **Habit, Actualise** – Making something a reality as result of your conscious actions.

S

M

A

R

T

Specific
Be clear about your goals. This helps you know how and where to begin.

Measurable
Measurable goals can be tracked, allowing you to monitor progress. They also tell you when the goal is complete.

Attainable
Are you able to achieve your goal? Attainable goals have smaller steps as a bridge to the goal.

Realistic / Relevant
Goals that are realistic and relevant avoid stress and frustration.

Timely
A date or end point can help keep you motivated, giving you something to work towards.

Satisfaction

Self-Esteem

Consistency

Motivation

Habits

Confidence

Aspiration

Resilience

“ A GOAL WITHOUT A PLAN IS JUST A WISH ”

When I think about my life, routine isn't a word that naturally comes to mind. I love to be adventurous. I love to be unusual and love to be spontaneous. I also spend a lot of my life on the move. So why would I need a routine?

Nevertheless, I do have a routine of sorts, and I swear by it.

Aristotle said: "We are what we repeatedly do. Excellence, then, is not an act, but a habit." He is talking, for more eloquently than I ever could, about the value of repetition. This is something I have learned to understand and appreciate even more as I get older.

Take one example: every morning I wake up, check in on work and the world then go out on exercise. Be it walking, swimming, tennis or kite surfing. When I was younger, this wasn't always the case. I have always enjoyed exercising, but I didn't make it part of my routine – I thought I was too busy.

In reality, I can be less busy but more productive by making exercise a daily habit. It's all about finding ways to exercise that are enjoyable. I'm not a huge fan of exercise bikes, but I love to cycle with family and friends, for example.

What's more, I get better at exercising the more I do it. My tennis game is stronger now in my sixties than during my twenties, because I repeatedly try shots, regularly play matches, and gradually improve.

Take another example: note-taking. By repeatedly taking down notes in every meeting I have, I have refined my technique so it is now a second nature habit. My routine of turning these notes into blogs, emails, calls and other follow-ups ensures action comes out of my habit too.

Richard Branson

Richard Branson

THINKING

If you think you are beaten, you are
If you think you dare not, you don't
If you like to win, but you think you can't
It is almost certain you won't.

If you think you'll lose, you're lost
For out of the world we find,
Success begins with a fellow's will
It's all in the state of mind.

If you think you are outclassed, you are
You've got to think high to rise,
You've got to be sure of yourself before
You can ever win a prize.

Life's battles don't always go
To the stronger or faster man,
But soon or late the man who wins
Is the man who thinks he can!

-Walter D. Wintle

Confidence

I've missed more than 9000 shots in my career.
I've lost almost 300 games.
26 times, I've been trusted to take the game winning shot and missed.
I've failed over and over and over again in my life.
And that is why I succeed.

- Michael Jordan

Beware the Self Serving Bias!

Self-serving bias is the habit of a person taking credit for positive outcomes, but blaming outside factors for negative events.

Attribution Theory

	Internal	External
Stable	Ability	Task Difficulty
Unstable	Effort	Luck

Responsibility & Resilience

Coaching a Growth Mindset

5 Questions to Develop a Growth Mindset

This will be a challenging concept to learn, but believe you can master it.

You haven't got it yet, but you will if you keep working and thinking about it.

I really appreciated your effort today.

It is okay to take risks, that's how we learn.

Getting better takes time and I see you improving.

What did you learn from today's performance?

What steps did you take to make you successful today?

What are some different strategies you could have used?

How did you keep going when things got tough?

What can you learn from your opponent today?

Resilience & Confidence

STEVE JOBS

At 20-year-old he was left devastated and depressed after being unceremoniously removed from the company he started.

WALT DISNEY

Fired from a newspaper for "lacking imagination" and "having no original ideas."

OPRAH WINFREY

Was dismissed from her job as a news anchor because she said "we don't like their sound—they have no future in show business."

THE BEATLES

Rejected by Decca Recording Studios, who said "we don't like their sound—they have no future in show business."

IF YOU'VE NEVER FAILED, YOU'VE NEVER TRIED ANYTHING NEW

INTEGRITY AND SELF AWARENESS

Definitions: Integrity – Being honest and behaving with a strong moral purpose. **Self Awareness** – A knowledge of your own character and feelings.

6 WAYS TO IMPROVE SELF-AWARENESS

by @limer_drive | www.limerdrive.co.uk

- ASK FOR FEEDBACK**
Then you can identify and modify any incorrect views that you have established about yourself.
- RECOGNISE YOUR STRENGTHS & WEAKNESSES**
This allows you to sustain your strengths and work on your weaknesses.
- SELF-REFLECT**
This unlocks thoughts and emotions that might otherwise be disregarded.
- MONITOR YOUR SELF-TALK**
Make sure that your self-talk is positive and that you celebrate your wins and don't dwell on your failures.
- PRACTICE SAYING "No"**
Set your self a goal and a number of temptations. Say no to the temptations and you will experience immediate gratification but instead long-term gain.
- QUESTION YOUR DECISIONS**
Ensure that any decisions you make are good ones by coming up with three reasons as to why you should pursue them. This will allow you to better understand your motives and be confident that you have chosen the best available option.

DOMINANT

- Makes decisions quickly
- Isn't afraid of risks or conflicts
- Likes a competitive atmosphere
- Sets their own rules

CAUTIOUS

- Completes tasks accurately
- Plans things carefully
- Expects a lot of themselves
- Has an analytical mindset

INFLUENCING

- Establishes connections with others quickly
- Finds it easy to express feelings
- Forms connections between people
- Enjoys the spotlight

STEADY

- Uses familiar processes
- Listens carefully and shows understanding
- Wants to be supportive
- Wants to maintain peace

NATURE VS NURTURE

Self Awareness:

- Reflecting on underlying reasons for feelings and behaviours.
- Actively seeking feedback to become more self aware.
- Continuously seeking to understand yourself and how you impact others.
- Understanding why situations arouse strong emotions in yourself and managing these appropriately.
- Striking a balance between confidence in your own ability and modesty.
- Making decisions based in understanding of own strengths and limitations.

self-awareness

noun
conscious knowledge of one's own character, feelings, motives, and desires.

Who Gets the Heart? Moral Dilemmas.

Patient 1:
Aged 30, female, three children, married, shop worker.

Patient 2:
Aged 56, male, two children and 5 grandchildren, widowed, retired plumber.

Patient 3:
Aged 50, no children, married, family doctor.

Matters of the Heart

Responsibility

OH WHAT A TANGLED WEB WE WEAVE WHEN FIRST WE PRACTICE TO DECEIVE!

WALTER SCOTT
PICTURE QUOTES .com

Honesty is general viewed as a positive character trait, here are 10 behaviours of honest people.

1. They don't exaggerate.
2. They aren't judgmental.
3. They don't engage in gossip.
4. They are reliable.
5. They own their actions.
6. They don't hold grudges.
7. They accept responsibility.
8. They are trusting & trustworthy.
9. They don't have ulterior motives.
10. They balance truth with consideration.

Responsibility & Community

DISCERNMENT AND DECISION MAKING

Definitions: Discernment – The ability to judge well. Decision Making – The process of gathering information and making choices.

A Calculated Risk 'V' A Gamble.

Aspiration & Confidence

CONSOLIDATOR
Consolidate key information:
I can identify what happens in the text.
I can rewrite these events, in note form.
I can summarise what the text is about.

Responsibility & Confidence

Sometimes all the options are correct!

Scenario 1 - The Life Boat
You are on a cruise and the ship encounters an unexpected storm. Passengers are told to head to the lifeboats and abandon ship. As people begin to queue up, you realise some queues have fewer people, some have families, and some seem to have younger, single people. You know you are strong and capable.
Do you:
Help a group of three families with a few young children?
Help a group of elderly people who obviously could use your help?
Help the young, strong people, with whom you might have a better chance of survival?

Scenario 2 - The Unfaithful Friend
You go out with your friend for dinner. You are shocked to see your friend's boyfriend/girlfriend having dinner with someone who is not your friend! They behave very affectionately towards each other.
Do you:
Tell your friend, knowing you probably will not be believed and that it may ruin your friendship?
Say nothing about seeing the couple as it is none of your business?
Approach the couple make seek understanding, despite the likely awkwardness?

Responsibility & Confidence

Information Processing

How do we make the right call? What informs our choices?

CIVILITY AND ETIQUETTE

Definitions: **Civility** – Being courteous and polite. **Etiquette** – Unwritten rules that determine social interactions and behaviours / manners.

IT IS NOT ENOUGH JUST TO BE GOOD. WE MUST BE GOOD FOR SOMETHING. WE MUST CONTRIBUTE GOOD TO THE WORLD. THE WORLD MUST BE A BETTER PLACE FOR OUR PRESENCE. AND THE GOOD THAT IS IN US MUST BE SPREAD TO OTHERS. THIS IS THE MEASURE OF OUR CIVILITY.

WHAT INSPIRES YOU?

Are you motivated by:

- Your family?
- Your friends?
- By money?
- By the feeling you get when you succeed?

Intrinsic Motivation

- Enjoyment Based Motivation
- Community Based Motivation

Extrinsic Motivation

- Immediate Payoffs
- Delayed Payoffs
- Social Motivation

What do we mean by good manners?

Home School Community

GOOD MANNERS IS JUST BEING RESPECTFUL OF OTHERS. WHETHER YOU KNOW THEM OR NOT, YOU SHOULD SHOW RESPECT FOR ALL PEOPLE. ~ AUTHOR: JOHN PATRICK HICKEY

The masses like to see somebody who is responsible & who speaks in a responsible manner. They like that, & so I avoid rabble-raising speeches.

Nelson Mandela, *Prisoners of Hope*

From the middle of the 20th Century, in South Africa, **Apartheid** was a system of segregation or discrimination on grounds of race.

Nelson Mandela became South Africa's first black president on May 10, 1994. He was the **first South African president** to be elected **democratically**. Much of Nelson Mandela's later political success is attributed to his **gentlemanly good manners**.

YOUR MOOD SHOULD NOT DICTATE YOUR MANNERS.

PEOPLE WILL FORGET WHAT YOU SAID. PEOPLE WILL FORGET WHAT YOU DID. BUT PEOPLE WILL NEVER FORGET HOW YOU MADE THEM FEEL.

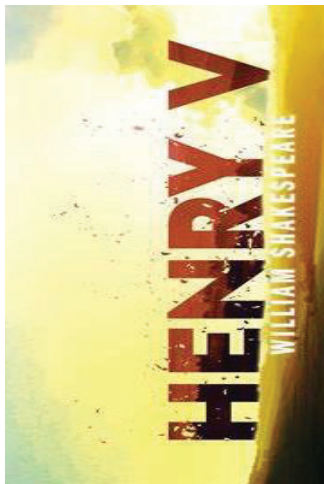
Miguel Chejov

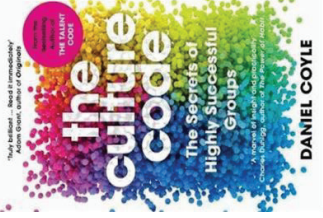
There is a Native American story called "The Two Wolves." It starts with an old Cherokee telling his grandson about a battle that often goes on inside people. He says, "My son, the fight is between two wolves. One is evil. It is angry, envious, jealous, sorrowful, regretful, greedy, arrogant, self-pitying, guilty, resentful, inferior, dishonest, proud, superior, and egotistical. The other is good. This wolf is joyful, peaceful, loving, hopeful, serene, humble, kind, benevolent, empathetic, generous, truthful, compassionate, and faithful." His grandson thinks for a while, and then asks: "Which wolf wins, Grandfather?" The old Cherokee simply replies, "The one you feed."

TEAMWORK AND RECIPROCITY

Definitions: **Teamwork** – Collaborative effort of a group achieve a shared goal. **Reciprocity** – Acknowledging positivity extended to oneself and offering this in return.

Resilience	Responsibility	Community
The work of a team should always embrace a great player, but the great player must always work. Alex Ferguson	 'YOU CAN'T WIN ANYTHING WITH KIDS'	
"David Beckham is Britain's finest striker of a football not because of God-given talent but because he practises with a relentless application that the vast majority of less gifted players wouldn't contemplate."	"I think Paul Scholes is the best player in England. He's got the best skills and the best brain. No one can match him. There isn't a player of his mould anywhere in the world".	

Community	Resilience	Responsibility
 HENRY V WILLIAM SHAKESPEARE ...for he today who sheds his blood with me shall be my brother	The more you have to play for, the better you play.	"I don't like it when a player says, 'I like freedom; I want to play for myself.' Because the player has to understand he is part of a team with 10 other players. If everyone wants to be a jazz musician, it will be chaos. They will not be a team, and nothing will be possible." Pep Guardiola

Responsibility & Community	Responsibility & Community
 the culture code The Secrets of Highly Successful Groups DANIEL COYLE Teamwork and reciprocity are exemplified by Coyle, in the following teams: • Greg Popovich's San Antonio Spurs. • All Blacks Rugby Team. • Pixar. • Google. • US Navy Seals. Belonging cues are behaviours that create a safe environment in groups: proximity, eye contact, mimicry, energy, turn taking, attention, body language, vocal pitch and attention to detail. In Culture Code, Coyle says that belonging cues are ever-present questions glowing in our brains: 1. Are we safe here? 2. What's our future with these people? 3. Are there dangers lurking?	 JAMES KERR LEGACY WHAT THE ALL BLACKS CAN TEACH US ABOUT THE BUSINESS OF LIFE The Team Always Comes First 1. Sweep the sheds. 2. Go for the gap. 3. Play with purpose. 4. Pass the ball. 5. Create a learning environment. 6. Character over talent. 7. Embrace expectations. 8. Train to win. 9. Keep a blue head. 10. Know thyself. 11. Invent your own language. 12. Sacrifice. 13. Ritualise to actualise. 14. Be a good ancestor. 15. Write your legacy.