



Timely Information for Personal Success

Strategies for Managing Self-Doubt

By Dr. David Chinsky

Even when business leaders are clear about where they want to take their teams, push-back from colleagues, combined with self-doubts, can cause them to become paralyzed at the point of action. Clarity without confidence is an ineffective formula for success. Let's look at some examples of external pushback that some huge innovators had to overcome to achieve their dreams.

Sony

When Akio Morita, then chairman of Sony, proposed manufacturing a tape player that didn't record, he was met with a tremendous amount of resistance. His critics questioned why someone would purchase a recorder that didn't record. Sony was known for tape recorders that recorded and played.

Despite the heavy criticism, Morita pushed ahead, resulting in the Sony Walkman, a product that met with universal acclaim and ended up being a precursor to the iPod and other mp3 players that came later. Had it not been for Morita's persistence in the face of opposition, who knows if we would have seen the iPod as early as we did?

FedEx

Another example of a leader with a vision was Fred Smith, founder of FedEx. When Smith was selling his idea of delivering packages "absolutely, positively overnight", critics were quick to point out that major airlines would already be doing this if there was a market for this service.

We all know the phenomenal success of FedEx, and its competitors that emerged later. This success is due largely to Smith's willingness to go against the mainstream thinking of the time that this was not likely to be a profitable venture.

Leaps of Faith

Leaders, at times, need to take leaps of faith, particularly when they have thought through their ideas and believe passionately in what they are pursuing. There will always be naysayers, and when we vest too much authority in their claims, we risk missing out on the tangible benefits that result when decisive actions are pursued despite the strong pushback that pioneers often confront.

continued on Page 2





CLIP-N-SAVE!

www.eatingwell.com

Healthy Recipe: Black Bean Quesadillas

INGREDIENTS:

- One 15-ounce can black beans, rinsed
- ½ cup shredded Pepper Jack cheese
- ½ cup prepared fresh salsa, divided
- Four 8-inch whole-wheat tortillas
- 2 teaspoons canola oil, divided
- 1 ripe avocado, diced

NUTRITIONAL VALUE:

- Calories per serving: 377
- Carbohydrates: 46 g.
- Protein: 13 g.
- Sodium: 679 mg.
- Fat: 13 g.
- Saturated fat: 5 g.

DIRECTIONS:

- 1 Combine beans, cheese and ¼ cup salsa in medium bowl. Place tortillas on a work surface. Spread ½ cup filling on half of each tortilla. Fold tortillas in half, pressing gently to flatten.
- 2 Heat 1 teaspoon oil in large non-stick skillet over medium heat. Add 2 quesadillas and cook, turning once, until golden on both sides, 2 to 4 minutes total.
- 3 Transfer to a cutting board and tent with foil to keep warm. Repeat with the remaining 1 teaspoon oil and quesadillas.
- 4 Serve quesadillas with avocado and the remaining salsa.

LifestyleTIPS®
 2019© Write it Right LLC
 395 Grove St., Iola, WI 54945
 Phone: 715-445-4386
 Website: writeitrightllc.com
 Email: mjacquart@writeitrightllc.com

Editor/Publisher: Mike Jacquart

LifestyleTIPS® is published as a monthly insert included with an *EAR* subscription. Contents are not intended as a substitute for actual medical advice. Editorial material should be used with discretion by the reader and is not endorsed by the owner, publisher, editors, or distributors.

To order a personalized, color version of LifestyleTIPS® with the name of your EAP, call 715-445-4386 or email us at

mjacquart@writeitrightllc.com.
 Pricing will vary depending on the quantity ordered.

Strategies for Managing Self-Doubt

continued from Page 1

While external pushback can be powerful, it is often *their own* self-doubt that prevents them from moving forward. *The bolder the vision and the bigger the plans, the louder inner critics often become.* In reality, the presence of these saboteurs often serves as confirmation that the business leader is not “playing small.”

Four Strategies

Self-doubts are normal and come with the territory of leading others into the future. Here are four strategies that any business leader will find helpful in managing self-doubt:

❖ **The business leader must be aware of negative self-talk**, and recognize it as distinct from true intent. Such voices are “normal” for successful people taking on big projects.

❖ **The business leader needs to consider alternate ways of looking at the same situation.** He or she must acknowledge and act on one’s individual power to choose how he/she thinks. If thinking, “*I will fail at this*”, the leader must think how an alternative “*I will succeed at this*” might lead to a different path. Often we can’t know whether we will succeed or fail before trying. Henry Ford was correct when he said, “*Whether you think you can, or you think you can’t—you’re right.*”

❖ **The leader must ignore self-doubts** once they have been exposed for the imposters they are.

❖ **The leader must not panic**, and know that everything can look like a failure in the middle.

Summary

Keeping doubts in check will naturally contribute to greater confidence. A *Confidence Net* – a repertoire of positive habits – will buffer the business leader from the onslaught of both external and internal pushbacks. These habits, when performed consistently, feed confidence, and thus provide the ability to remain focused on plans, despite the noise around us.

When asked *what* personal habits contribute to greater confidence, many leaders point to regular exercise, daily prayer or meditation, positive affirmations, and even a power outfit.

Like safety nets, a *Confidence Net* is a personal structure to mitigate the effect, and lower the volume, of inner voices or self-doubts. ■

Dr. David Chinsky is the Founder of the Institute for Leadership Fitness, a celebrated speaker, and author of “The Fit Leader’s Companion: A Down-to-Earth Guide for Sustainable Leadership Success.” After spending nearly 20 years in executive leadership positions at the Ford Motor Company, Nestle, and Thomson Reuters, he now focuses on preparing leaders to achieve their highest level of professional effectiveness and leadership fitness. For more information on Dr. David Chinsky, visit www.FitLeadersAcademy.com.