



YOUR MIND  
MATTERS

# Worksheet



BlueChipMINDS

Notes:

# WHAT IS MINDSET?

Mindset can generally be defined as the underlying assumptions that shape a person's ability to perceive and understand the world. It is a deep psychological construct that underpins your personality. It's a set of assumptions, beliefs, concepts, values, habits, behaviours and practices that constitute the way you view reality.

Your mindset is responsible for the judgements you place on your perceptions of yourself, your friends and family, the organisation you work for and the world around you. It's an internal program that runs subconsciously in the background of your life and ultimately creates your results.

The mindset that you have adopted acts like a puppet master, pulling the 'everyday' strings of your individual and our collective future possibilities. With appropriate ability and conditions, you can consciously choose to shift your mindset.



Creating a shift in your mindset and beliefs can promote long-term improvements in wellbeing and resilience. Small shifts in your mindset can also produce big systemic changes.

Change your mindset and you will change the way you create your results.

My Insights:

**Your self defined rules tell you that there is a game, what the game is, and how to play it successfully.**

**A Mindset shift, is a change to a new game, a new set of rules that you choose to live by.**

**When your rules change, the whole world will appear to be changing to a new game with you.**

# MINDSET FORMATION

As a young child you were carefully observing your environment and through osmosis the worldly wisdom and rules for living offered by parents, the media, teachers, siblings, and society were planted without your knowledge or choice directly into your subconscious mind.

## Early Childhood

In his book the “Biology of Belief” Bruce Lipton delves into how we learn all the rules that are required for being human. He refers to a number of scientific studies into the progression of the developmental stages of the brain. This is what science has to say;

- Between birth and two years of age, the human brain predominantly operates in what is known as Delta waves. With short bursts into higher frequencies.
- From two and six years old a child begins to spend more time at a higher level known as Theta waves.

Point to ponder: Hypnotherapists drop their patients into Delta and Theta because when operating at these lower brainwaves their patients are in a highly suggestible, programmable state.

Knowing about brainwaves will help you understand how you, as a child, whose brain was mostly operating at the lower brain frequencies of delta and theta, were in a hypnotic state most of the time and could easily absorb an incredible amount of information. Without having the ability to question what was being received, you accepted all the information because you needed to know how to thrive in your environment. As a result, what you noticed, especially your parents’ behaviours and beliefs, became your own rules for living without any analysis, judgment, reasoning or questioning.

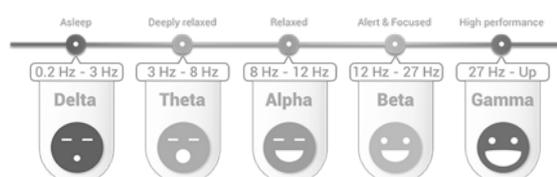
The fundamental behaviours, beliefs and attitudes you observed become ‘hard-wired’ as synaptic pathways in your subconscious mind. Once fixed into the sub-conscious mind, they become your rules for living, they control your biology and your results for the rest of your life... unless you take the time to learn how to change them.

## The Teen Years

As you got older, your susceptibility to outside influences and conditioning begins to diminish as your brain moves into a higher frequency called alpha waves, this is what would be calm

# MINDSET FORMATION

consciousness. At around 12 years old you would have begun to experience longer periods at a higher frequency called beta waves. You would be thinking for yourself and your reasoning and analytical abilities are developing. This is when your brain is most active and focused, in fact your brain will be in beta mode right now as you read this information. There is an even higher level referred to as Gamma waves, this kicks in during peak performance, when you are in a state known as Flow.



In your mid to late teens, your subconscious mind was full of information from how to sit up, walk, communicate and also the knowledge that you are either capable or not capable, worthy or not worthy, life is hard or life can be easy, love means arguing or love means affection and so on.

## Adulthood

All of the genetically programmed instincts and the beliefs you learned from your parents and environment collectively form your subconscious mind, which is estimated to control 95% of the results you experience in life. Your subconscious is a database of stored programs whose role is to read your environment and switch on the appropriate hard-wired, automatic behavioural programs. Your subconscious asks no questions, has no judgments and has no concept of whether the environmental signals are real or imagined; it simply finds the stored program and runs it.

In short, your subconscious mind can be likened to a programmable hard drive into which your life experiences are downloaded. These downloaded programs create both the negative and the positive results you experience in life.

As an adult, the programming doesn't stop. Once you accept the point of view of others as 'truth', their perceptions become hardwired in you, becoming your 'truth'. The customs of society and workplace culture pull you along your individual journey – most of the time it just feels right to go along, conform and fit in. After all we all want to feel like we belong. Other people's beliefs and behaviours become very attractive when they help us to fit in. As an Adult we tend to unconsciously imitate three main groups of people as follows.

# MINDSET FORMATION

## Imitating the 3 C's

**Those Close to us** - Our family and friends provide an invisible peer pressure. We inadvertently take on all kinds of habits to fit in with those we care about the most, regardless of whether the outcome is what we truly want.

**The Collective** - We adopt the rules and beliefs of others to be accepted. In some cases, our desire to fit in affects our logic and reasoning to the extent that we'd rather be wrong with a group than right within ourselves. When changing requires going against the group it becomes unattractive to us. It makes sense then, to join a community or group that already exhibits the habits and results you want.

**The Compelling** - These are the individuals whom have a powerful and irresistible effect on us based on their perceived success or knowledge. We imitate these people because we think they know better than us or, we desire what they have. We secretly want to stand out. Many of our habits and beliefs are imitations of those we admire.

**“Once we fit in we  
start looking for ways  
to stand out”**

— *James Clear (Atomic Habits)*

# MINDSET FORMATION

Thinking back over the years and the influential people in your life such as parents, friends, preachers, teachers etc.

Make a list of the beliefs, practices and behaviours you have unintentionally adopted that are serving you now, and which ones are no longer relevant, yet you still allow them to derail you.

Tip: Think about what someone may have told you about your image or capabilities. Also look at your approach to health, fitness, money, relationships, food and drink etc. Are you replaying other peoples behaviours or living by their values?

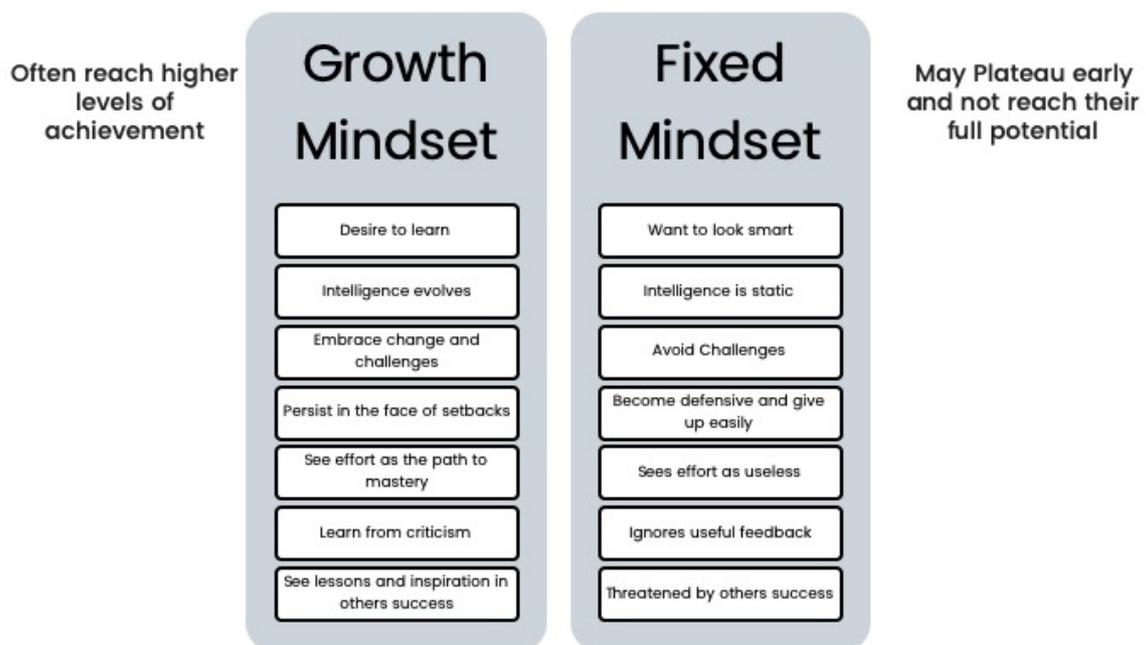
<b>Things that serve me</b>	<b>Things that derail me</b>

From the list of things that derail you, pick one that you know that when changed will move you closer to your goal. What is the new belief, practice or behaviour you will adopt to replace it?

# FIXED & GROWTH MINDSET

Stanford University psychologist Carol S. Dweck, Ph.D is accredited with discovering a unique mindset continuum that has people moving between being predominantly in either a Fixed or Growth Mindset.

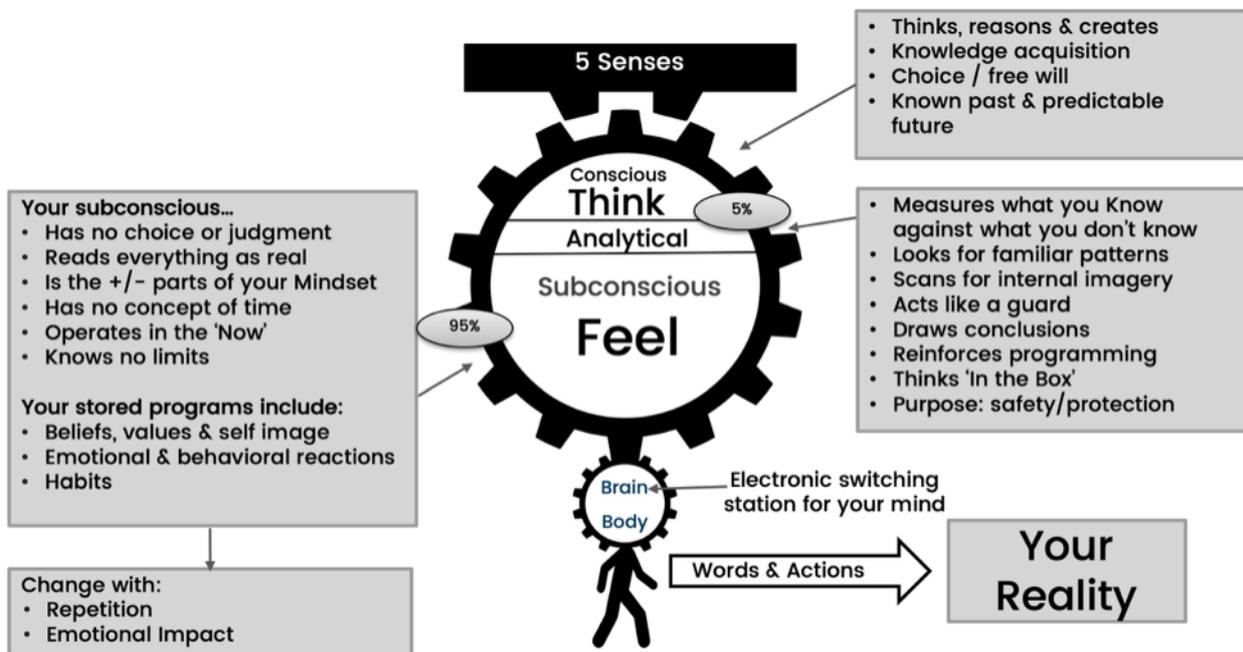
People with more of a Fixed Mindset tend to believe that abilities are fixed and are less likely to flourish than those with a Growth Mindset. People with more of a Growth Mindset usually believe that abilities can be developed.



Thinking about your Mindset in relation to your goal and how you need to show up to make it a reality. Where would you place yourself on the Fixed – Growth continuum?



# MAPPING YOUR MIND



In the context of your goal, what erroneous assumptions and conclusions has your **Analytical** mind made about you and your ability to do what needs to be done?

Review the “Current State of Play” activity of the Chalice of Opportunity worksheet.

List two outdated **Subconscious** beliefs or rules you live by that are contributing to the results you are experiencing in your lowest ranked chalice.

- 1.
- 2.

List two ‘kick ass’ **Subconscious** beliefs or rules you live by that contribute to your highest ranked chalice.

- 1.
- 2.

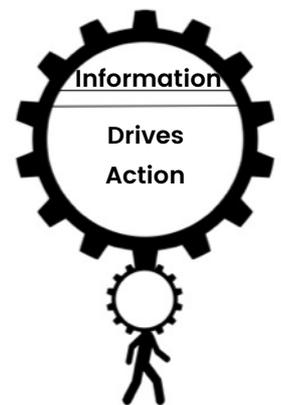
The **Conscious** part of your mind is your creative centre and where you make decisions. What is one idea you have recently had that will make your goal a reality and what decision do you need to commit to in order to take inspired action?

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# INFORMATION vs ACTION

Once you are into the implementation stage of your improvement goal you may find that you know what needs to be done, you have all the information you need, you think you have put the right structures and processes in place but for some reason it's not translating into action. You set your improvement goal with such good intentions, and even some well thought out plans, but time is passing and very little, if anything is being done at your end.

We store information at the conscious level of our mind, however it's the subconscious that drives our actions 95% of the time. Having information rarely leads to effective action. You can read books, attend training sessions, listen to podcasts and watch countless TED talks, but this does not necessarily translate into action. This separation between having the information and doing something with it is called the Knowing - Doing gap. This gap is often caused by a misalignment between the new idea (improvement goal) held in the conscious mind and the existing subconscious program. Uncovering your powerful immunity to change and having a sound understanding of how the Mind works, along with knowing how to create a subconscious program that is aligned to your improvement goal will help you put your stored information into action.



Pfeffer & Sutton (2000) identified some factors and beliefs that commonly contribute to this gap:

- \* Thinking that knowing is sufficient for success
- \* Thinking that measuring things is action or contributes to performance
- \* Thinking that making a decision is the same as taking action
- \* Thinking that planning is the same as action
- \* Fearing complexity, lack of clarity about what specifically to do
- \* Fearing risk, mistakes, errors, looking foolish and imperfection
- \* Fearing competition, focusing on what others are doing
- \* Fearing the new, the different, the unpredictable, falling back on precedence and so mindlessly defaulting to what you've always done
- \* No structure for following up
- \* No structure for rewarding learning from mistakes
- \* No structure for rewarding risk taking
- \* Not being action oriented in our person, being inactive and passive
- \* Making excuses and letting excuses stop us

# INFORMATION vs ACTION

You now know that your subconscious programming determines ninety five percent of your behaviour (and your results) Review your own performance to uncover and change the actions and habits that no longer serve you and close your Knowing - Doing gap.

Write an honest account in as much detail as possible of a current personal or professional situation where you are not achieving the results you would like.

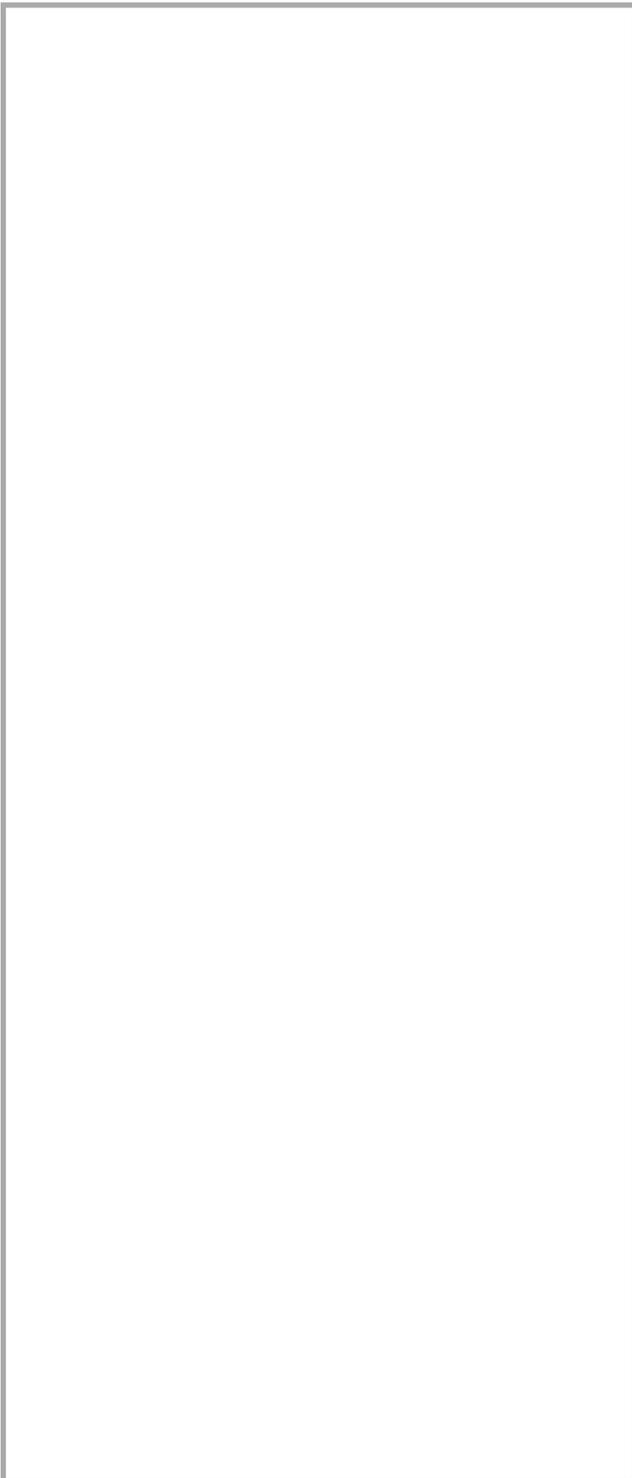
Now, describe the same situation the way you truly want it to be.

# INFORMATION vs ACTION

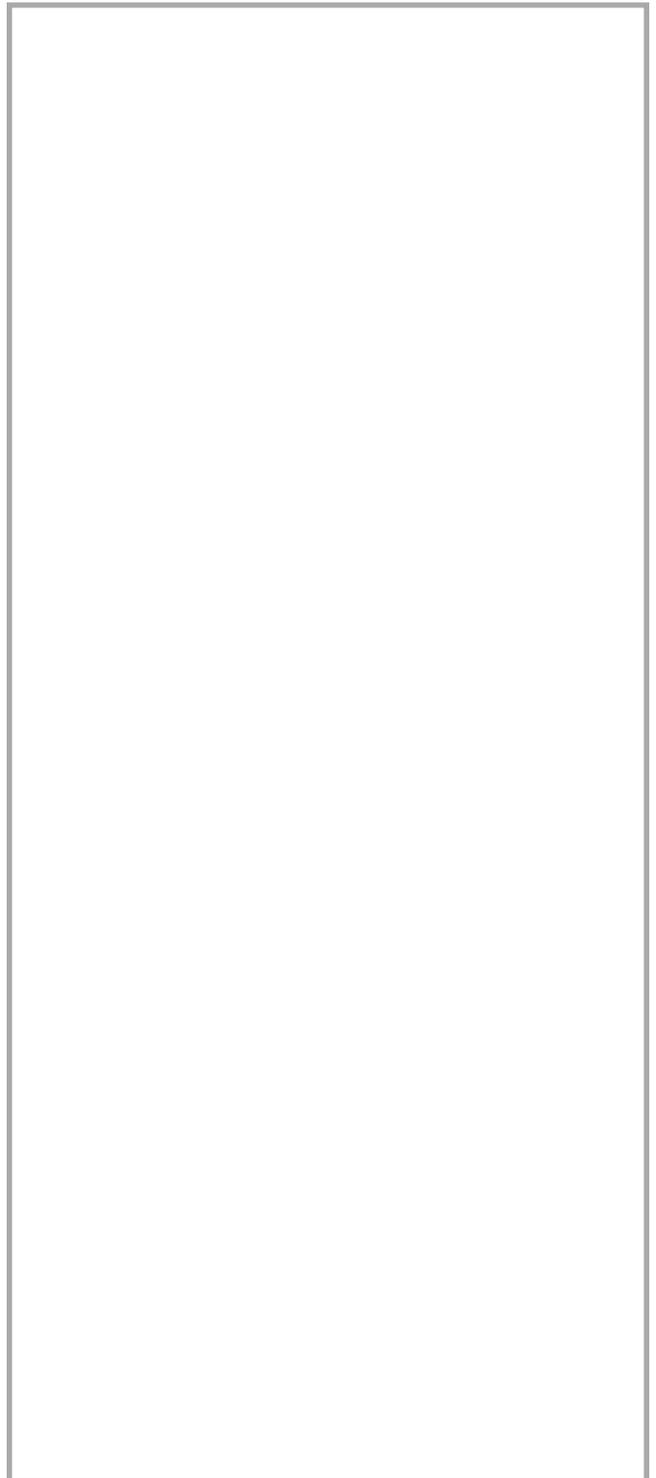
1. Consider your current actions and the habits that are creating the unwanted situation. List them below.

2. As soon as you uncover a non-productive thought or action, draw on the information you have gathered over time and your past experiences to immediately decide on a productive action that could close your knowing - doing gap.

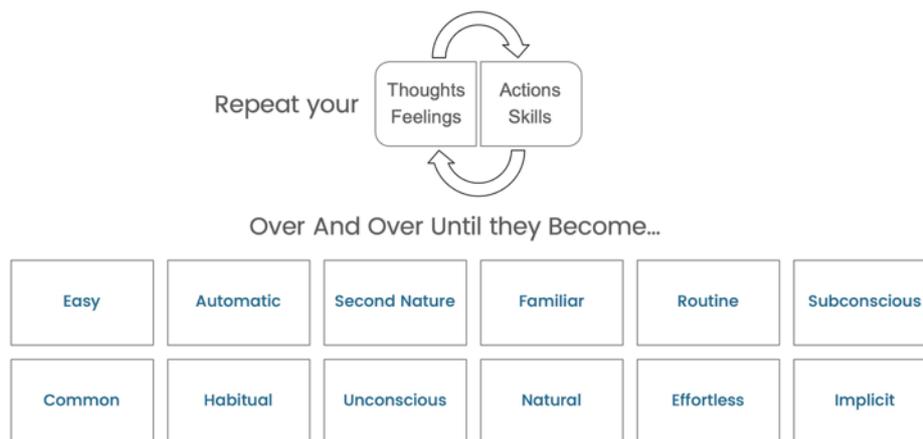
## Unproductive Actions



## Productive Actions



# LAW OF REPETITION



All changes take place as a result of the application of the law of repetition. Everything you do, everything you believe and everything you know is the result of this one simple law. If you are experiencing negative results in an area of your life, it is likely because you have been exposed to negative conditions repeatedly over a period of time that have influenced your thinking and ultimately your behaviour. This may have even happened without you realising it. The good news is, that you can undo negative conditioning and set yourself up for success in the same way: by repeatedly exposing yourself to something better.

**Upside of Repetition:** - Learning – retaining what we learn. Changes brain structure. It's how you Master a skill. Builds inner belief. Provides evidence. Creates familiarity. Removes doubt. Helps move you out of the comfort zone because as you repeat something you gain confidence.

**Downside to repetition:** Form bad habits. Can create negative beliefs. Instil low self-worth. Continuous exposure to negative information, such as the news and some forms of social media, begin to wire negative beliefs about yourself and the world into your brain's hardware and you then begin to believe it and act on those beliefs.

Consistency is important in using the Law of Repetition. Changes will happen through daily increases of awareness, time and patience. Repeating declarations of purpose daily will begin to create neural pathways. Pick one new belief or habit that will move you closer to your goal. Remember: You can change and you can do it a little bit each day with repetition.

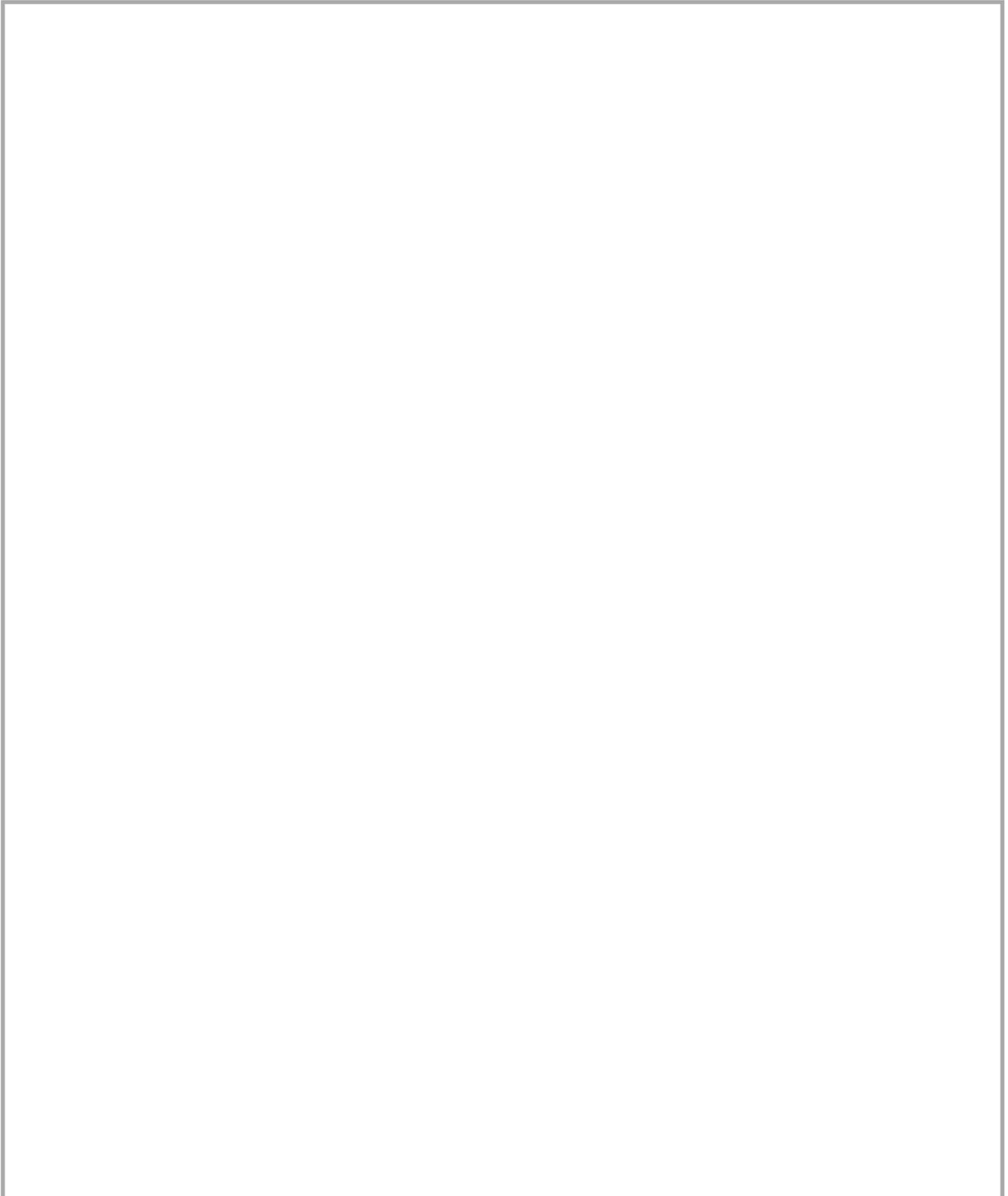
**Success is a habit and failure is also a habit.**

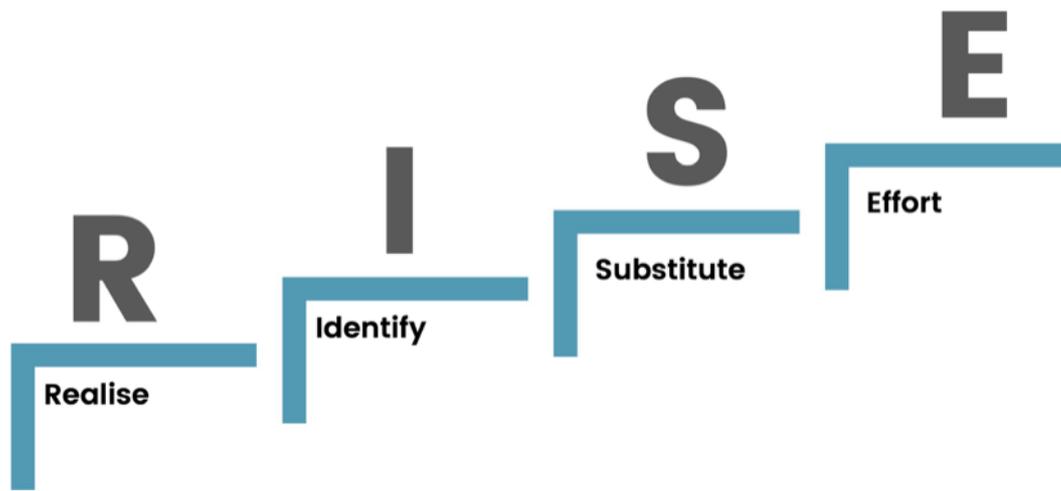
Repetition forms both positive and negative habits. A research paper in the European Journal of Social Psychology shows that it takes anywhere between 18 to 254 days for a behaviour to become natural, however the length of time will depend on the complexity of the new habit. The research concluded that repetition for a minimum of 66 days greatly increases the odds of making permanent change.

**What is one thing you want to master?**

Maybe healthy eating, more exercise, leading others, saving money, a topic of interest, a skill, a new attitude or self belief?

Choose one thing that you know that if you mastered it, you would begin to turn your life around. Write your one thing below and how you will apply the law of repetition to master it.

A large, empty rectangular box with a thin grey border, intended for the user to write their response to the prompt above.



**Realise** - Understand that you have subconscious systems and programs that drive 95% of your behaviour and that they will have both positive and negative implications on your results.

**Identify** - Identify the aspects of your subconscious program that no longer serve you.

**Substitute** - Choose productive actions, thoughts, feelings and beliefs to override the negative aspects of your subconscious program.

**Effort** - Remember it takes effort to change. Reflection and repetition are the real hero's in creating subconscious systems that are aligned to your improvement goals.

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