

The Confidence Equation.

We all want to feel and be our best in conversations, right? We want to connect, be clear, heard and seen. Confidence we are told is the ability to believe in our abilities to do something and so we believe that we gain confidence via accomplishments..

Conscious confidence makes no such demands, it simply asks that we pay attention. This confidence equation makes confidence easy, connecting, lifting us up and leaving us whole.

$$\text{Confidence} = a + p + i + c + p.$$

Raise Self **Awareness**

Self awareness isn't only the bedrock to building emotional intelligence, it's the essence of growth and change. Without awareness, possibilities are limited and we are left with the same actions and data processing that aren't useful. The freedom self awareness offers is powerful and contagious in any interaction. With it we get to explore other options and ways of being.

Be **Present**

Being present in the space we're in, we consciously connect self with others. All our energy and senses are engaged, causing a reaction. Attending to our thoughts, environment, physiological reactions and those of others, allows us to modify and re-set. That moment offers us the chance to intentionally influence each other.

Set an **Intention**

Having an intention for conversations when the subject really matters is crucial especially when the outcome can impact our life. Being clear on the message we want to share and feeling we want to generate, ensures that we stay on track. This focus guides us and communicates confidence that can influence another's decisions.

Be **Compassionate**

Being aware of and accepting what we know and don't know is valuable. When we are kind, fair to ourselves and curious at the same time, we get the courage to ask clarifying questions. It suggests that we are willing to learn and grow. Be ok with not knowing what to say and do all the time, if we did we would have no wow moments, growth or epiphanies.

Be **Prepared**

Having relevant information puts endless brain chatter to rest. The brain's job is to make meaning so we survive. Being prepared makes it easy for our brain and us. Learning about the people we plan to meet with or an organisation prevents us from flying blind especially in high stakes situations so we don't become overly anxious, stutter or freeze. Preparation is part of the answer to fear.

HOW TO:

Raise your Self Awareness

- List your soft and hard skills, assets and challenges. What do you do well? What do you want to improve?
- Discover your values (the things that matter). Think about how and when they work in your favour and when do they not.
- Pay attention to your reactions, e.g. at the end of every uplifting, unpleasant or angry interaction write down the situation, what stood out and what was your reaction and did it help?

Be Present

- Stop, breathe and notice. Engage all your senses: what do you see? What is your body doing inside and out?
- Make contact with your body: feel your butt on the seat, connect your feet with the floor, let your fingers feel the coolness/warmth of your skin. Smile.
- Make eye contact often, look away but return.

Set an Intention

- Think about what is your most important message. What is one thing you want them to leave the conversation knowing?
- Decide how do you want to feel during the conversation and what you want them to feel during the conversation
- Think about what you want from the conversation.

Be Compassionate

- Be kind and curious about those in your presence. Delay judgement by asking questions for clarity.
- Listen with your ears, eyes and heart and when your views with others clash, ask yourself: "what am I missing or what value of mine is not being honoured in this moment?"
- When things don't seem to be going your way, say to yourself: I'm doing my best in this moment
- Reframe your thoughts stating your old thoughts AND a new one that will help you pivot.
- Recite the well-wishing mantra for yourself and others:
 - "May I be happy, may I be healthy, may I be safe, may I live with ease. May you be happy, may you be healthy, may you be safe, may you live with ease."

Be Prepared

- Research- seek reliable unbiased data on the person or organisation or both if it's an interview.
- Prepare, recite and record your responses to typical questions to yourself or friends.
- Create your own questions to ask. Yes listen but don't leave with asking a question, show your interest.

If you have found value in what's here, what are you waiting for? Take the LEAD, evolve with the my ULTIMATE GOAL Career & Emotional Intelligence Coaching programme.

Click or go to: <https://cprmanagementcoaching.coachesconsole.com/calendar> and sign up for the "Take the Lead" sample session.