

## MINDSET

To be influential you need to be aware of your mindset and how it impacts on how you show up. As human beings it is completely natural that we have thoughts and feelings that arise that are negative. The key is observing them and knowing when these mindsets may be getting in the way of your own success. Then you are able to reframe them to a course of action that is productive for you. You may have some of your own to add!

Scarcity Mindset	Abundant Mindset
I'm not enough	I'm making the most of what I have...
I don't have enough.....(time, money etc)	What can I do with what I have? I don't have to do it all on my own.
I'm not experienced enough...	I'm learning every day and making progress
I don't have all the qualifications	I'll give it my best shot as I believe I can make a difference
I don't have the time to make it perfect and I don't want to fail	I'm making progress and that's more important than perfection
Entitlement Mindset	Possibility Mindset
I've worked here 'x' years, so I should get the opportunity	What can I do to ensure they know I want that opportunity? How can I add value?
They should tell me what my next career goal or move should be	I'm not clear on my next move, but I know that I have these strengths (x,y, z) to contribute and make a difference. This is where I shine.
I work hard, I deserve to be recognised	Being recognised for my efforts motivates me. I let my manager know this is important to me so we understand how we can best work together.
I shouldn't have to sell myself, they should know how hard I work	I've got some clear goals on what I want to achieve. Who are the people that need to know this so I can raise awareness of my aspirations and have a plan of attack to achieve it?

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Exclusive Mindset	Inclusive Mindset
Their department is obsessed with blocking every initiative we put forward	Both our departments are passionate about what we do. What is our higher purpose so we can find a common ground?
They leave me out all the time	I know they aren't necessarily intending to leave me out, so I'll have the conversation with them as it's important to me that I belong and am included.
I never get the opportunities that they do	I would like the opportunity to....and I will make it known that it is important to me.

Read more about MINDSET in Belinda's 'Start With You - Lead from the Inside' Book.  
You can find it here:  
[www.belindabrosnan.com/books](http://www.belindabrosnan.com/books).

