

# Building a Dangerous Mindset

# Today's Gameplan

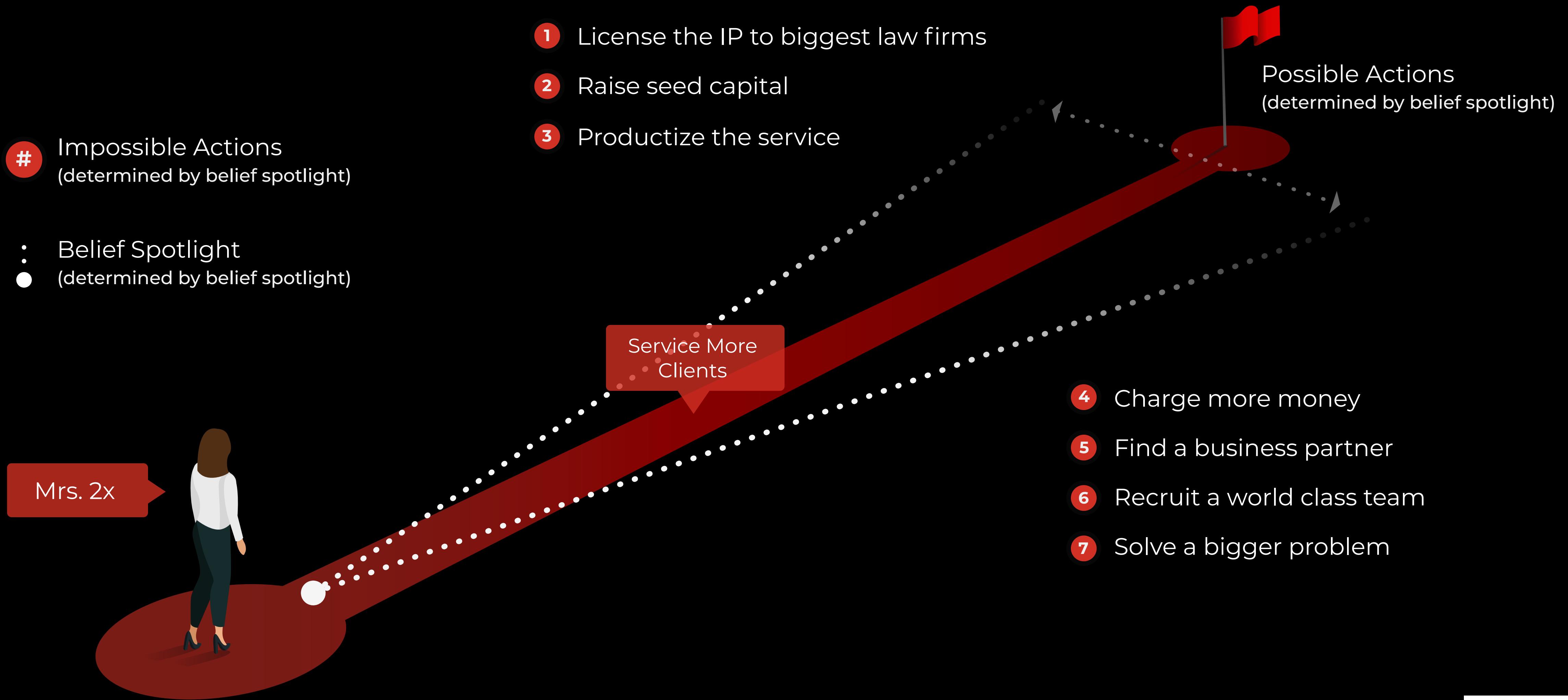
- 1 The Belief Spotlight
- 2 Cultivating A Growth Mindset & Internal Locus of Control
- 3 Understanding Cause & Effect
- 4 Demystifying Nonlinear Growth Curves

# Today's Gameplan

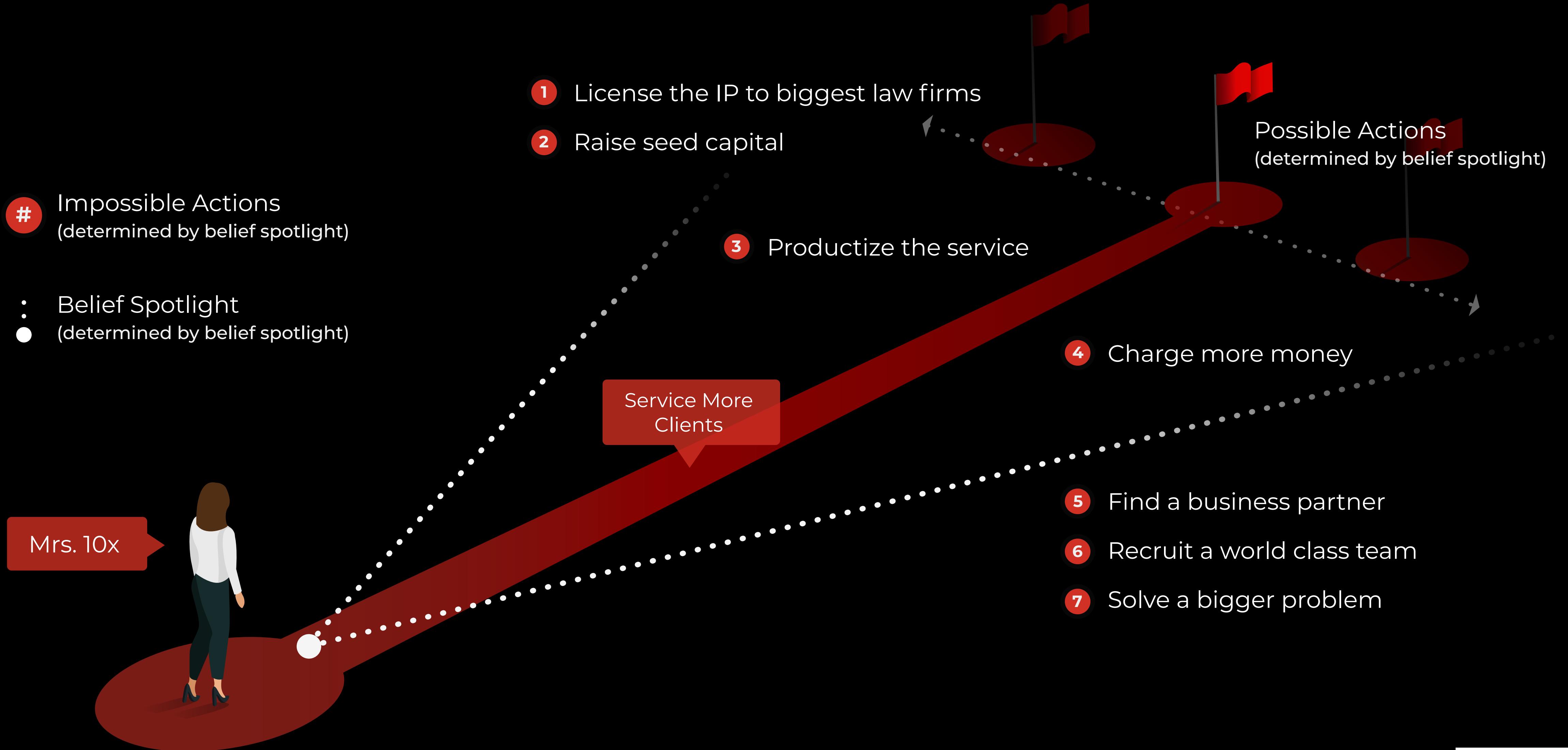
- 1 The Belief Spotlight
- 2 Cultivating A Growth Mindset and Internal Locus of Control
- 3 Understanding Cause and Effect
- 4 Demystifying Nonlinear Growth Curves

# Meet The Consultants: Mrs. **2X**, Mrs. **10x**, and Mrs. **100x**

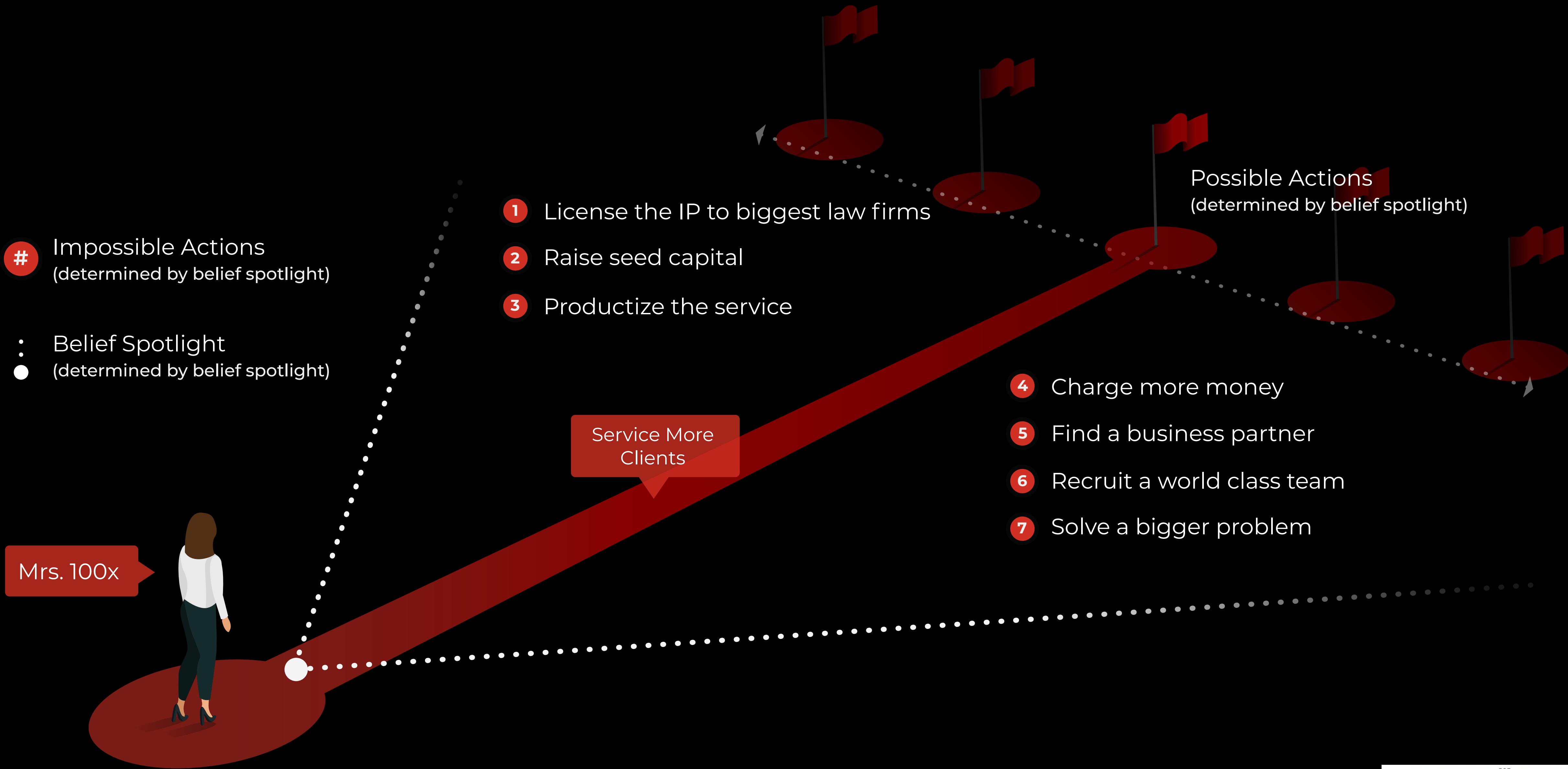
# The Possible Actions For Mrs. 2x



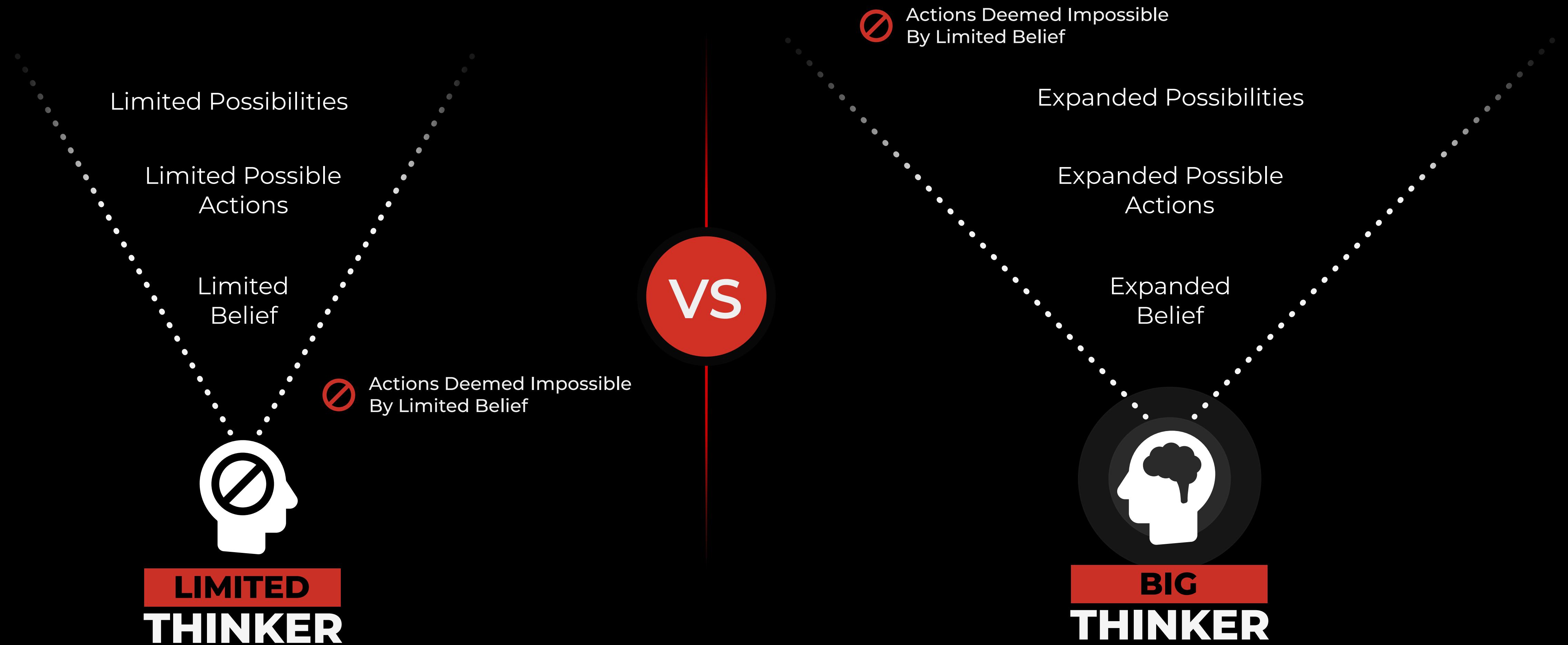
# The Possible Actions For Mrs. 10x



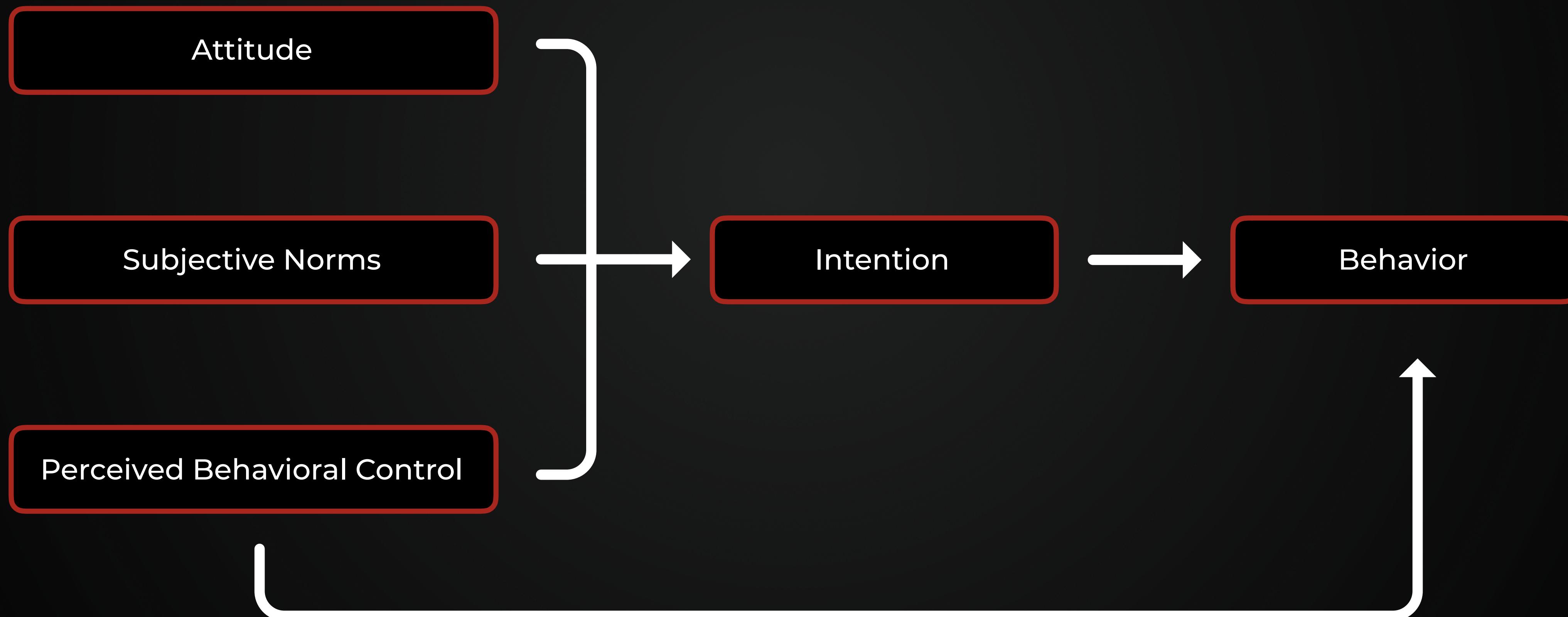
# The Possible Actions For Mrs. 100x



# Belief Is Like A Spotlight That Determines Possible Actions



# The Theory of Planned Behavior



# To Summarize: Belief → Actions → Reality



**Think Big, Expand Your  
Spotlight Of Belief,  
Avoid Belief Blindness**

Expand Your Belief Spotlight & Illuminate A Vast  
Ocean of Possibility



**THINK  
BIG**

# Today's Gameplan

- 1 The Belief Spotlight
- 2 Cultivating A Growth Mindset and Internal Locus of Control
- 3 Understanding Cause and Effect
- 4 Demystifying Nonlinear Growth Curves

# The What of Mindset

“ A mindset is a self-perception or “self-theory” that people hold about themselves. ”

- Dr. Carol Dweck



# The Two Mindsets: Growth & Fixed

## Growth Mindset



### **Intelligence can be developed**

Leads to a desire to learn and therefore a tendency to...

Embrace Challenges

Persist in the face of setbacks

See effort as a path to mastery

Learn from criticism

Find lessons and inspiration in the success of others

**CHALLENGES**

**OBSTACLES**

**EFFORT**

**CRITICISM**

**SUCCESS OF OTHERS**



## Fixed Mindset

### **Intelligence is static**

Leads to a desire to look smart and therefore a tendency to...

Avoid Challenges

Give up easily

See effort as a fruitless or worse

Ignore useful negative feedback

Feel threatened by success of others

Plateau early and achieve less than their full potential. All this confirms a deterministic view of the world.

# Growth Versus Fixed Mindsets

## Growth Mindset



“Failure is an opportunity to grow”

“I can learn to do anything I want”

“Challenges help me to grow”

“My effort and attitude determine my abilities”

“Feedback is constructive”

“I am inspired by the success of others”

“I like to try new things”

## Fixed Mindset

“Failure is the limit of my abilities”

“I am either good at it or not”

“My abilities are unchanging”

“I can either do it or I can’t”

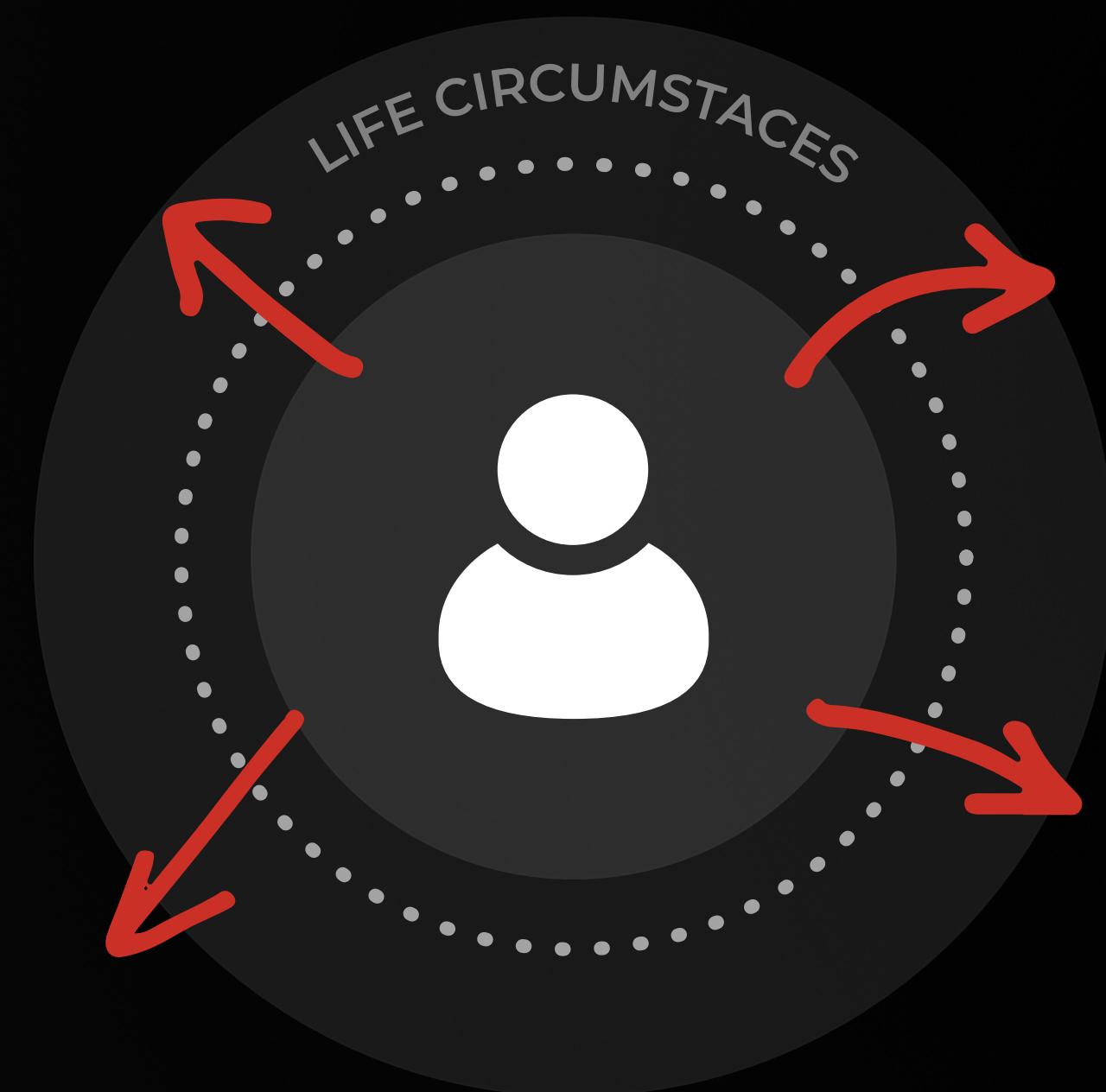
“My potential is predetermined”

“When I am frustrated I give up”

“Feedback & criticism are personal”

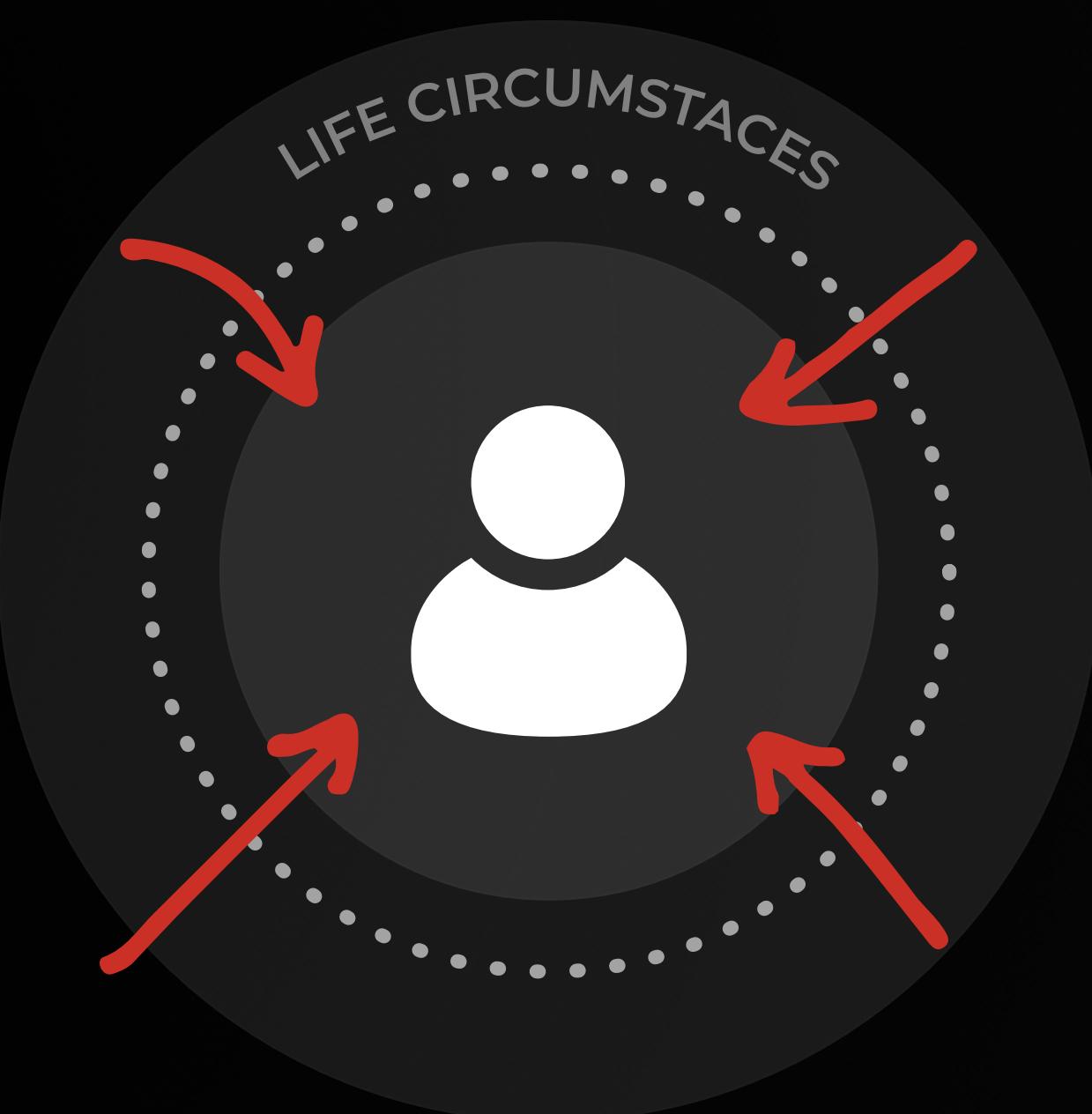
# What Is An Internal Locus Of Control?

## Locus Of Control



### Internal

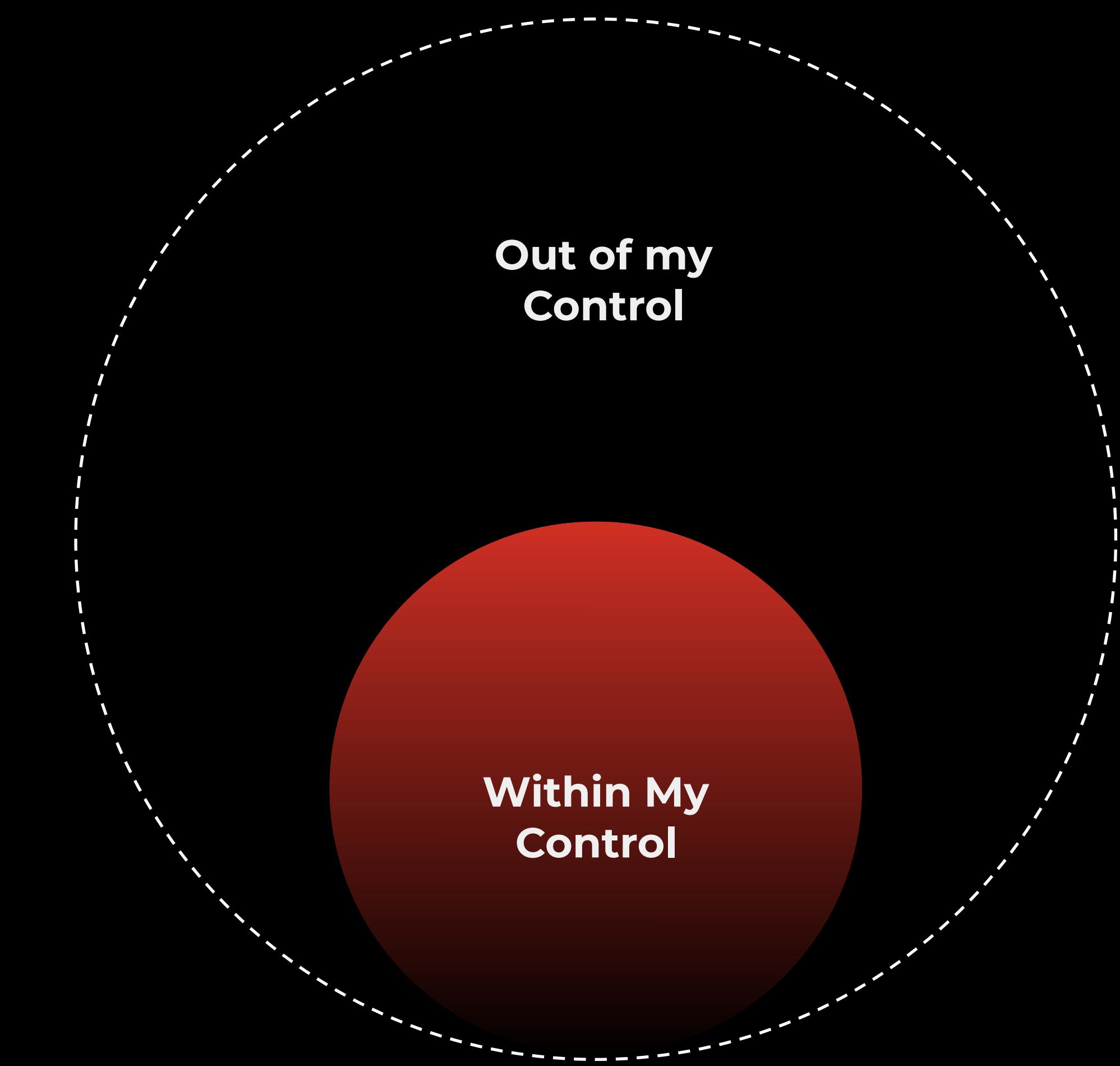
You determine  
your fate



### External

Your life happens to you,  
rather than due to you

# Difference Between Mindset and Locus Of Control?



# How Do You Develop A Growth Mindset and Internal Locus of Control?

**Two categories of tools:**

**1**

## **Awareness & Choice**

Become conscious of your mindset, and change accordingly.

**2**

## **Progress & Reinforcement**

Build self efficacy through belief  
→ action → results.

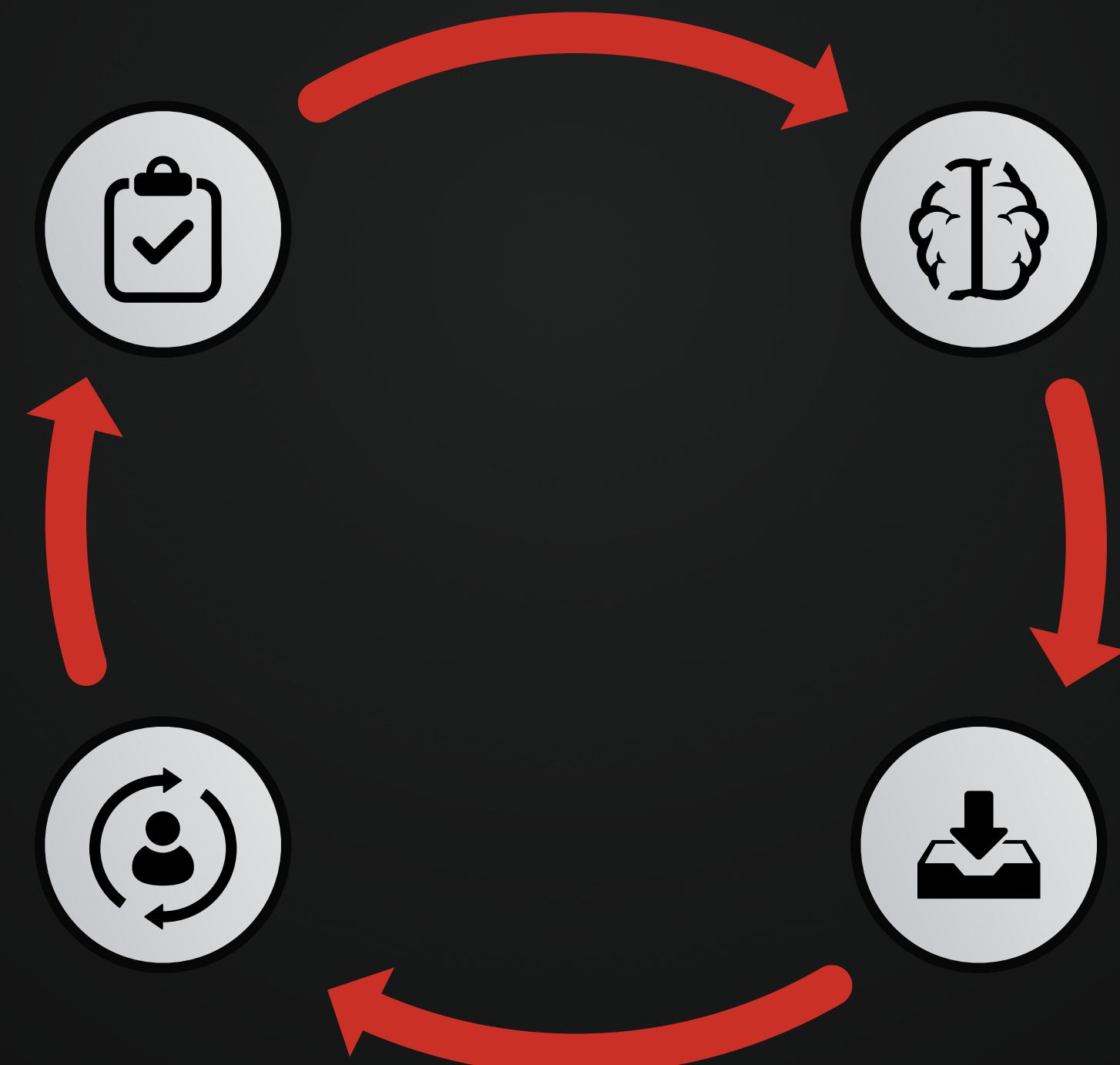
# 1 — Awareness and Choice: Fixed Mindset Detection

**1** Cultivate the ability to “hear” your mindset with a mindset log

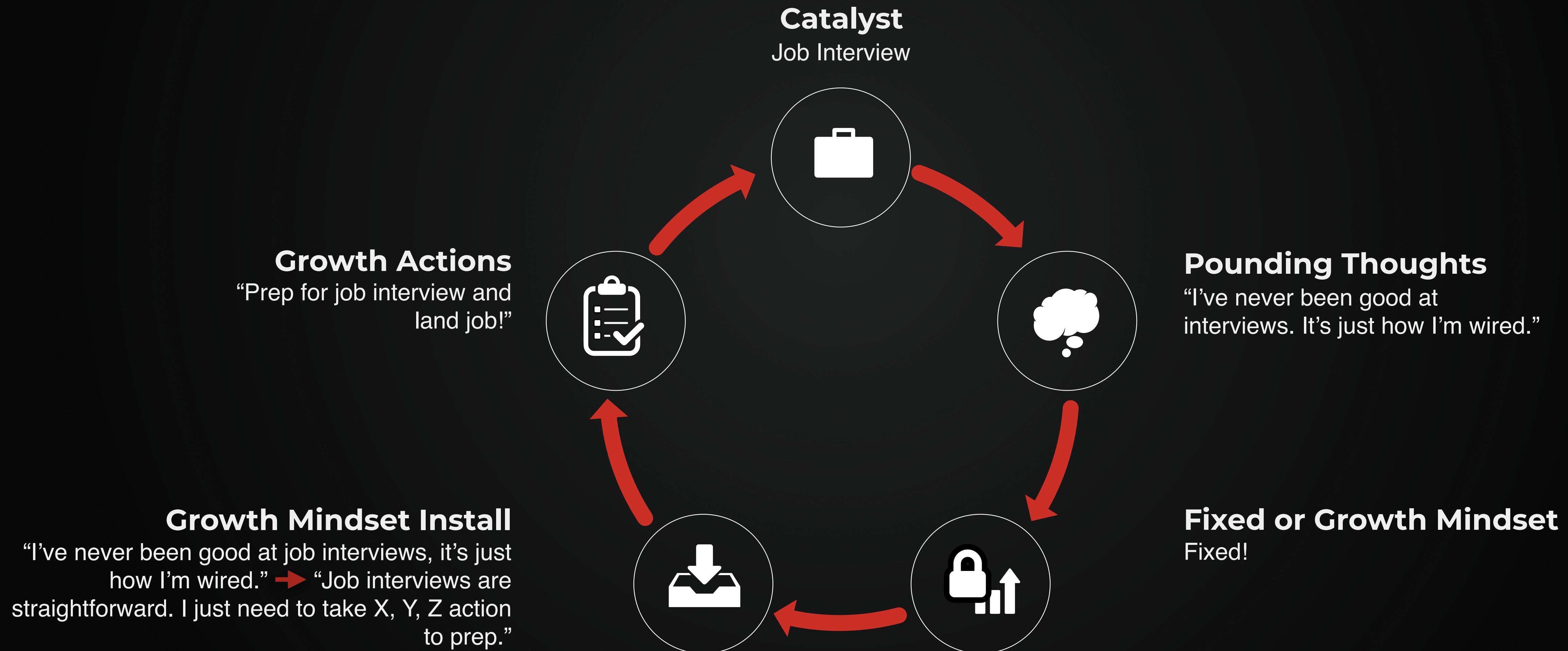
**2** Cultivate the ability rapidly label your mindset as fixed or growth

**4** Ensure your behaviors are driven by a growth mindset

**3** Leverage this newfound awareness to choose which mindset you want to install



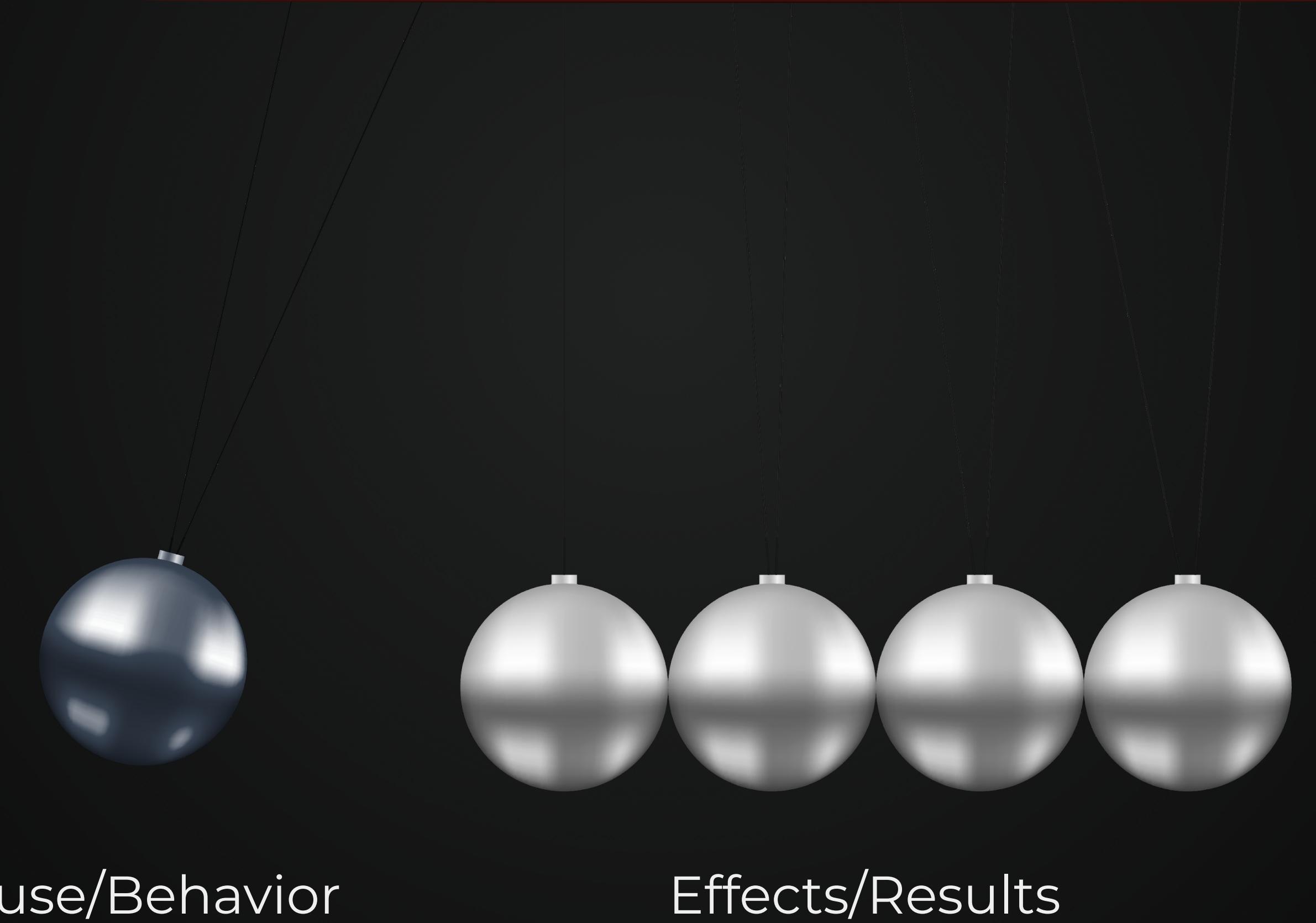
# An Example Of Fixed Mindset Detection



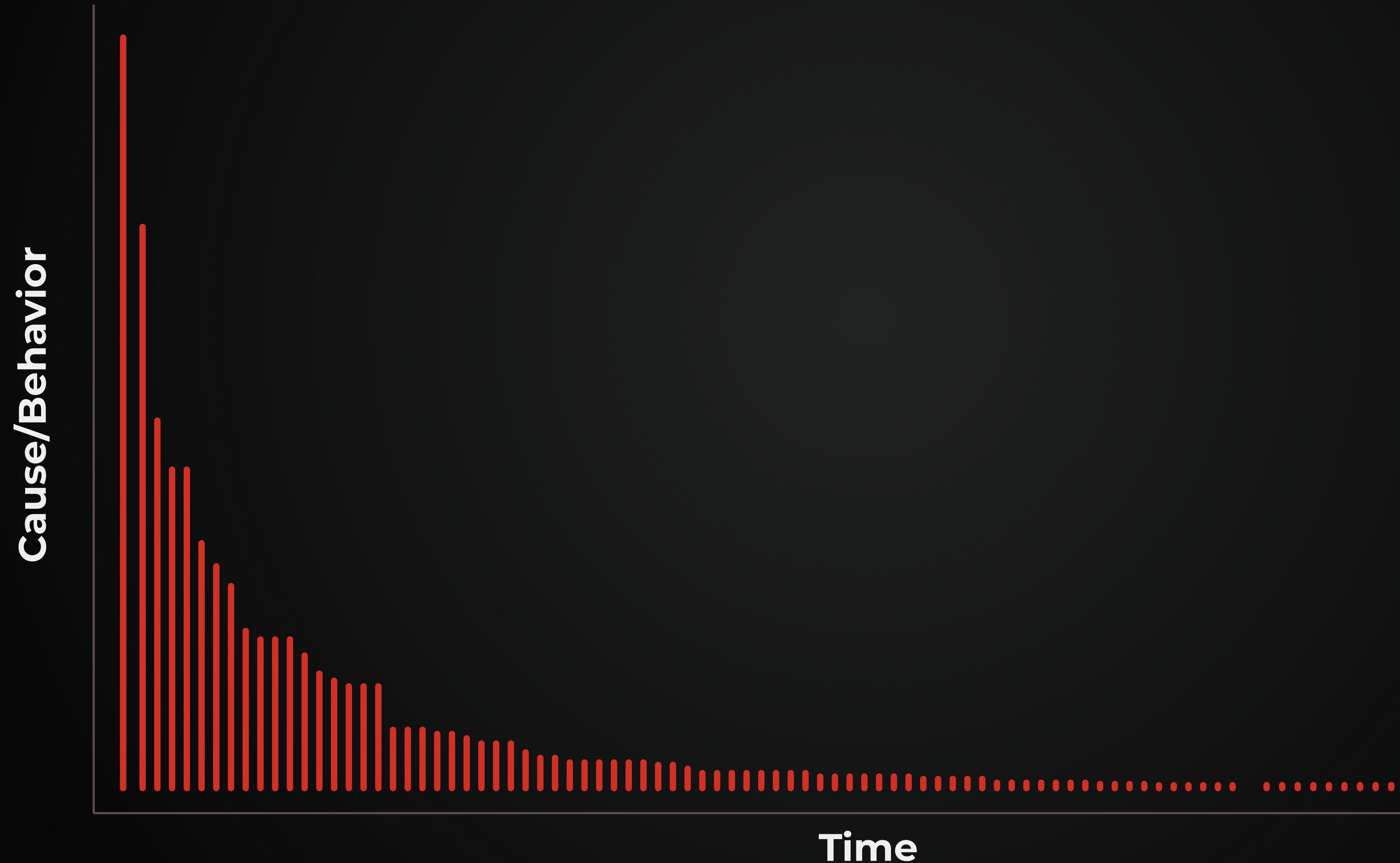
# Today's Gameplan

- 1 The Belief Spotlight
- 2 Cultivating A Growth Mindset and Internal Locus of Control
- 3 Understanding Cause and Effect
- 4 Demystifying Nonlinear Growth Curves

## 2 — Progress and Reinforcement: Attributing Cause To Effect

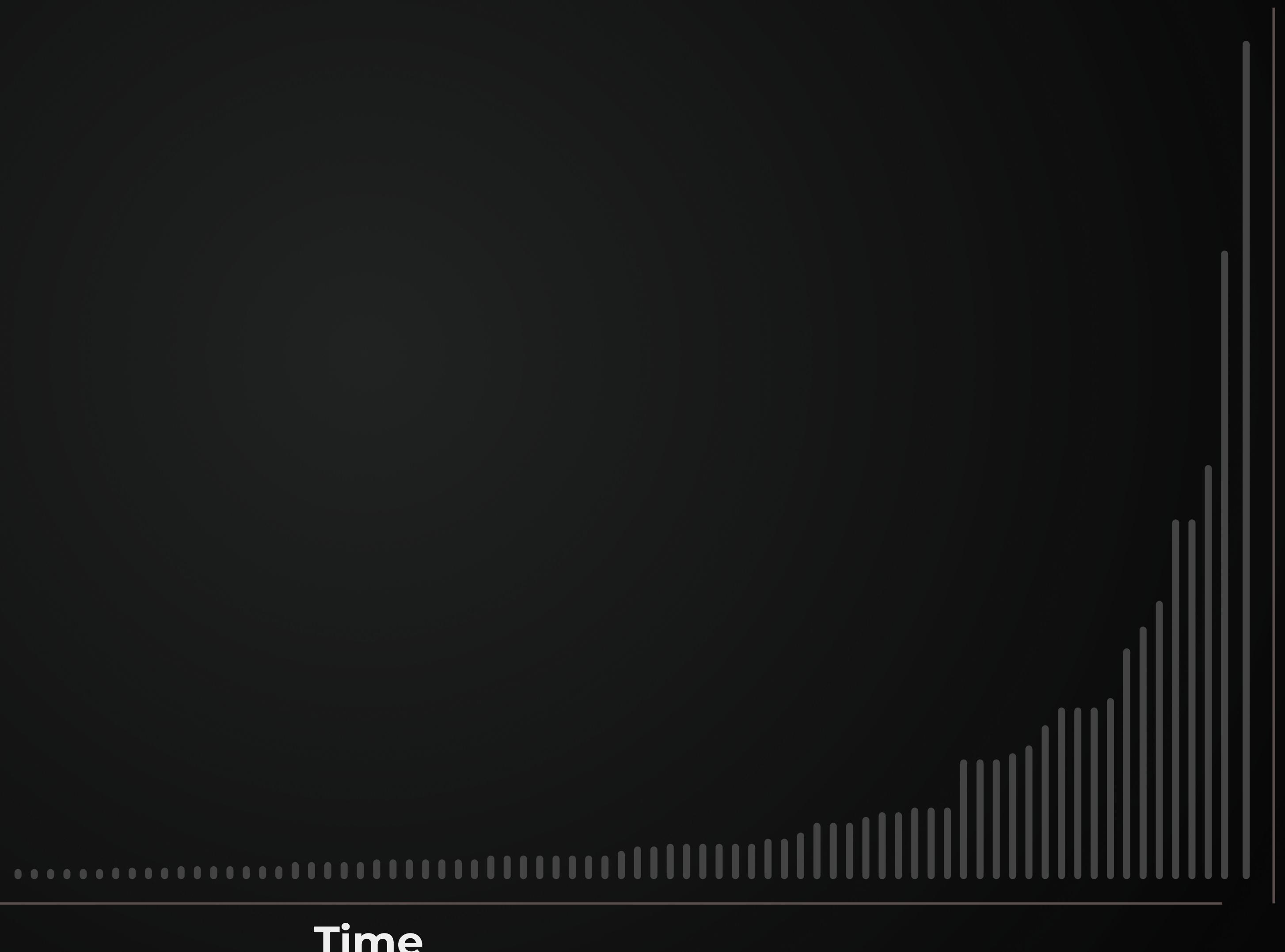


# Behavior Vs. Time



# Result Vs. Time

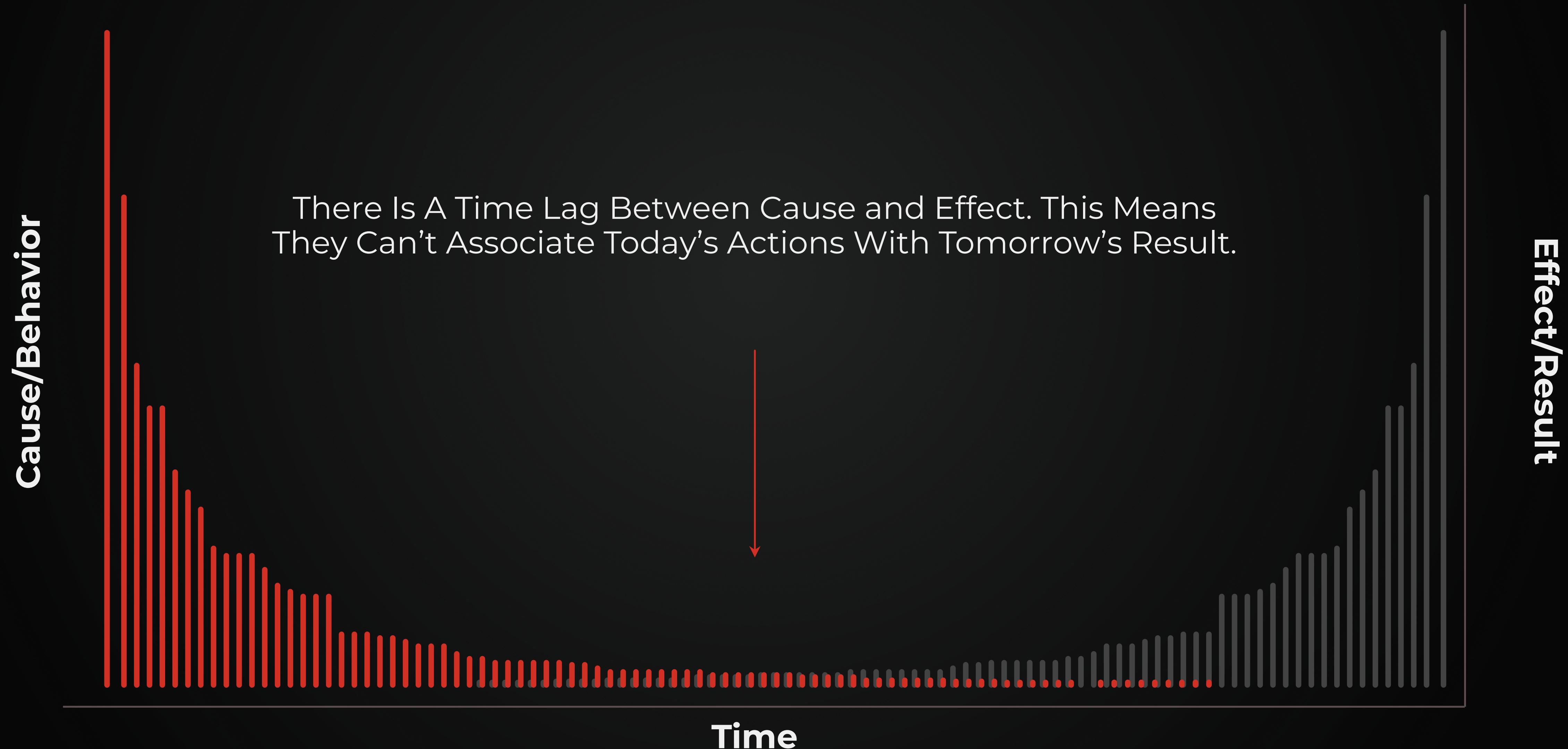
Effect/Result



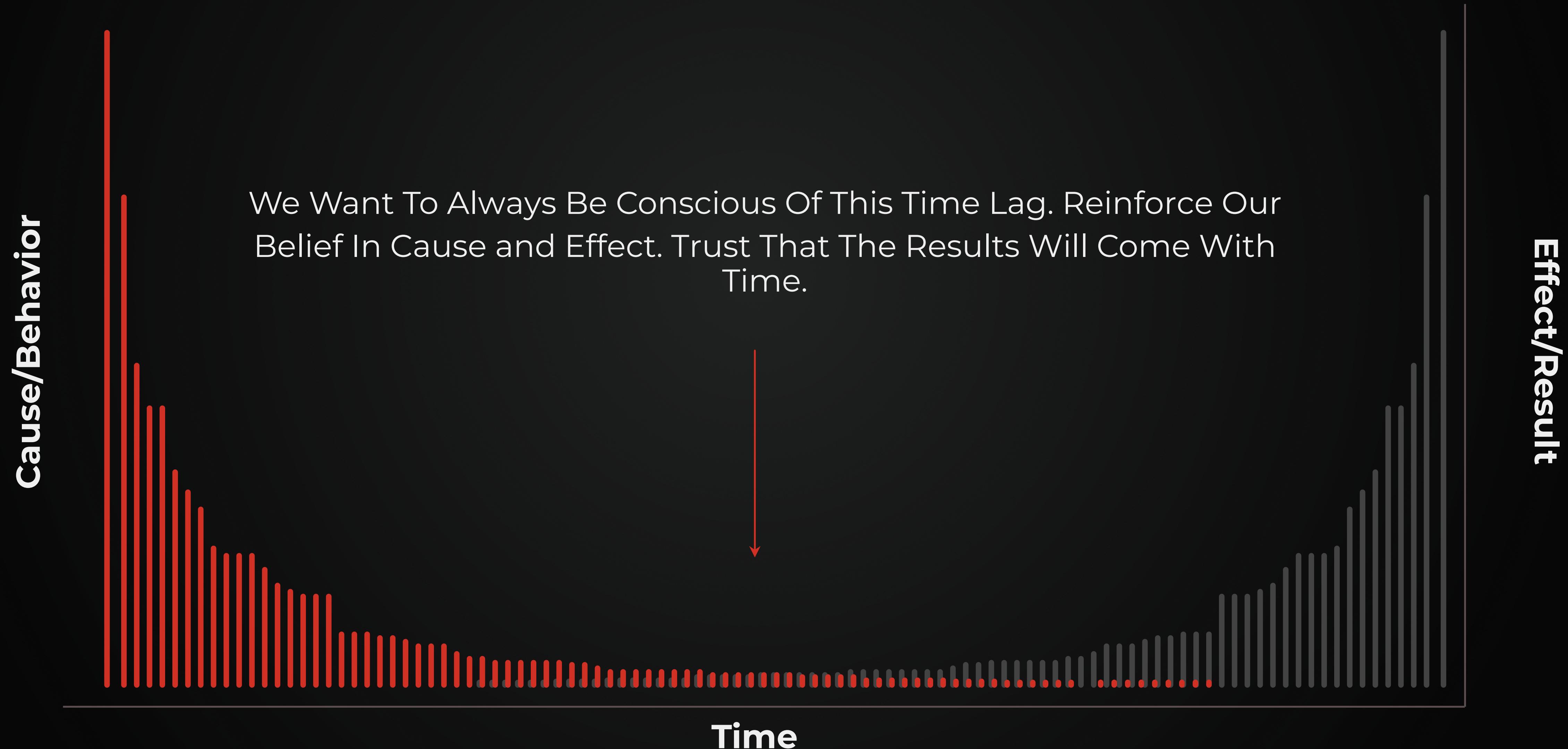
# Behavior and Result Vs. Time



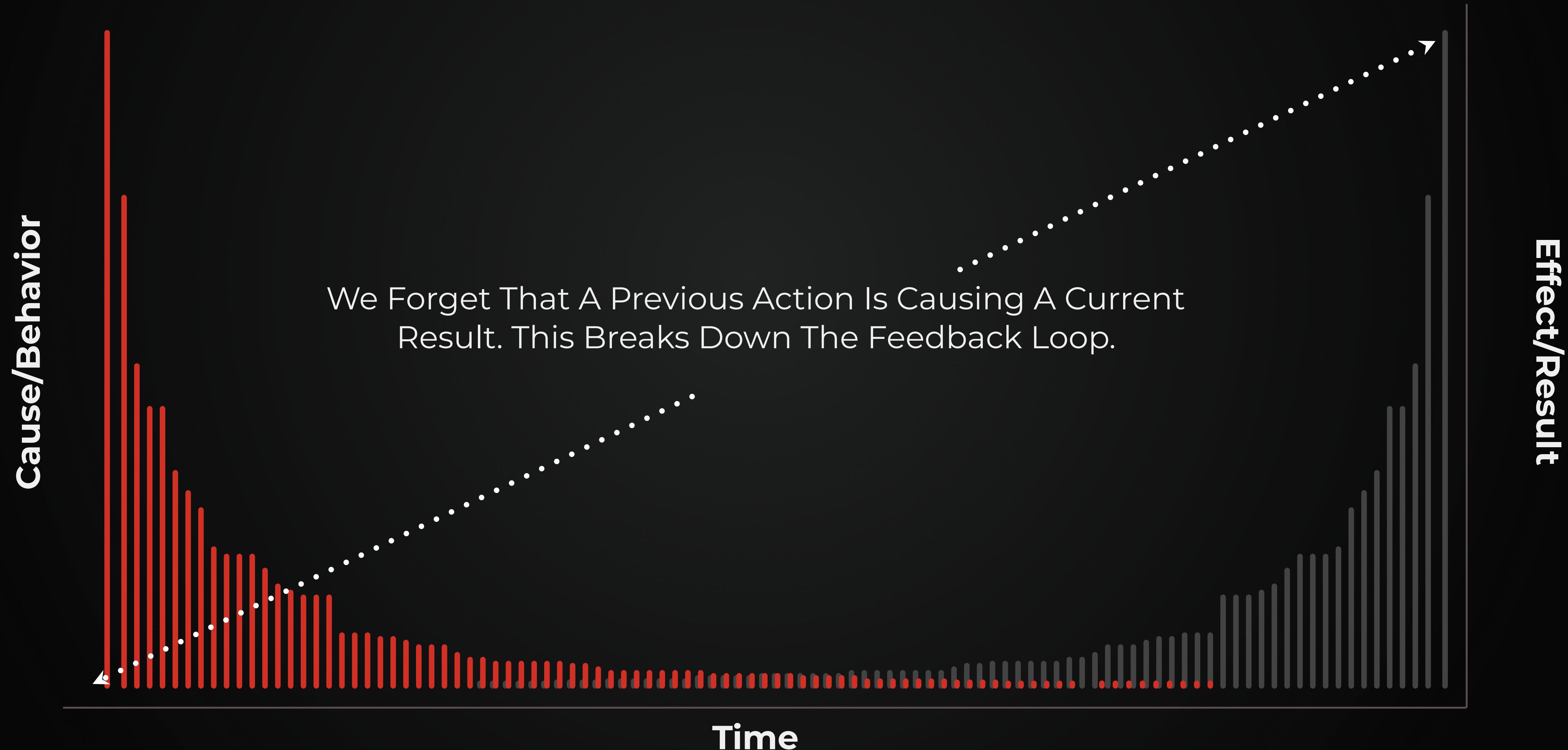
# Why People Don't Change



# Focus On The Cause



# Be Aware Of This — Always!



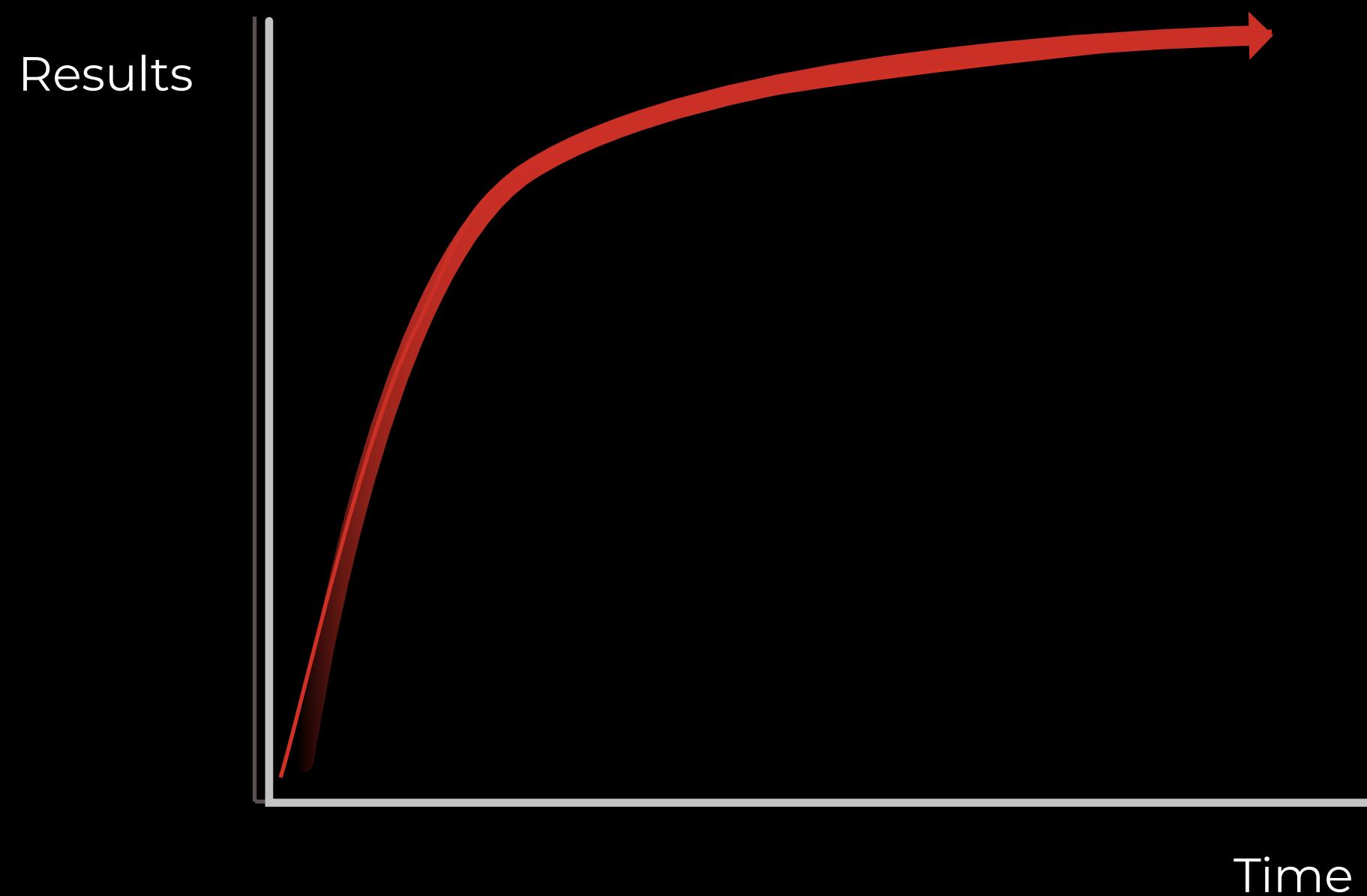
# Today's Gameplan

- 1 The Belief Spotlight
- 2 Cultivating A Growth Mindset and Internal Locus of Control
- 3 Understanding Cause and Effect
- 4 Demystifying Nonlinear Growth Curves

# The Two Kinds of Growth

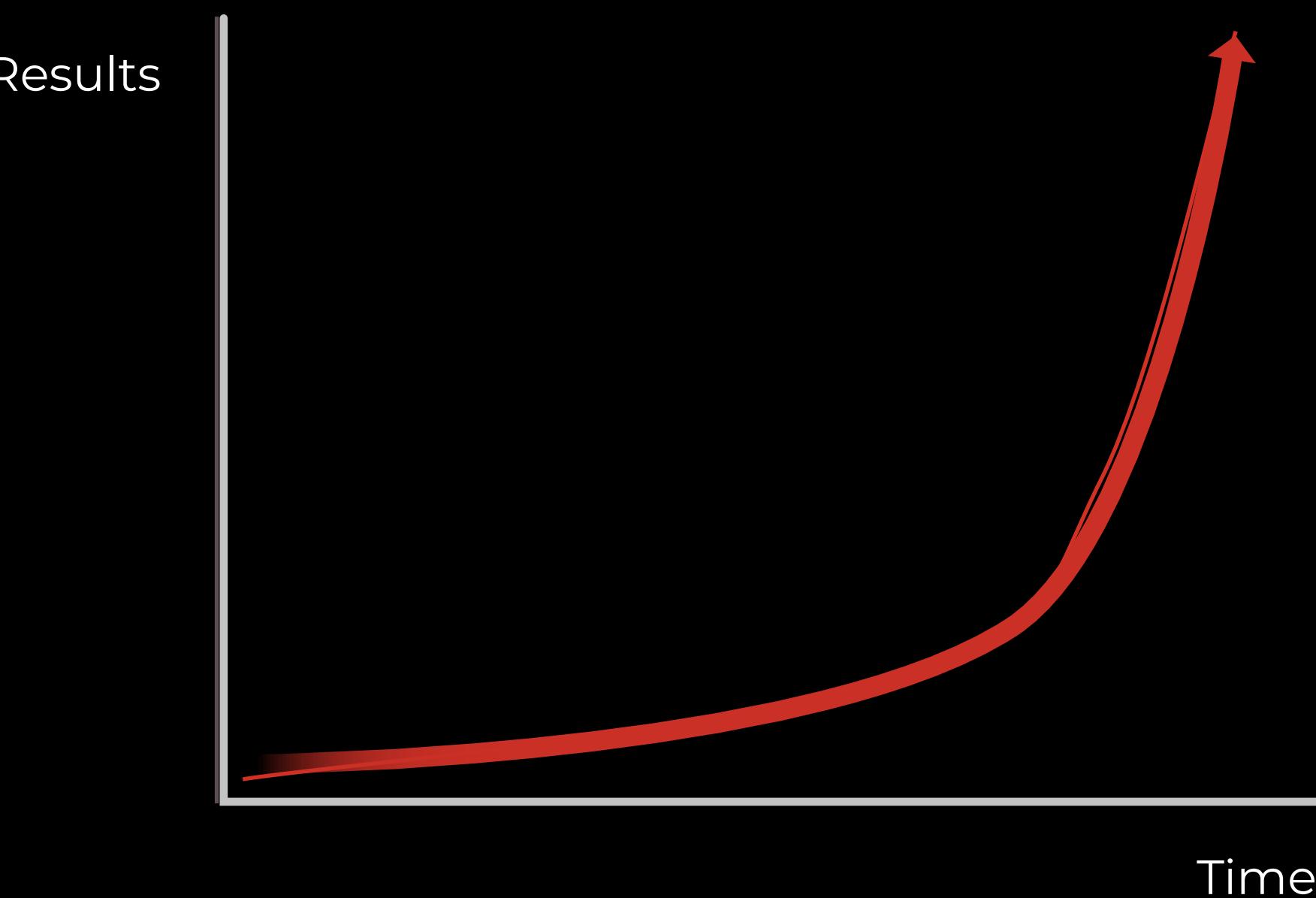
## Logarithmic Growth

Progress is faster in the beginning but slows down over time

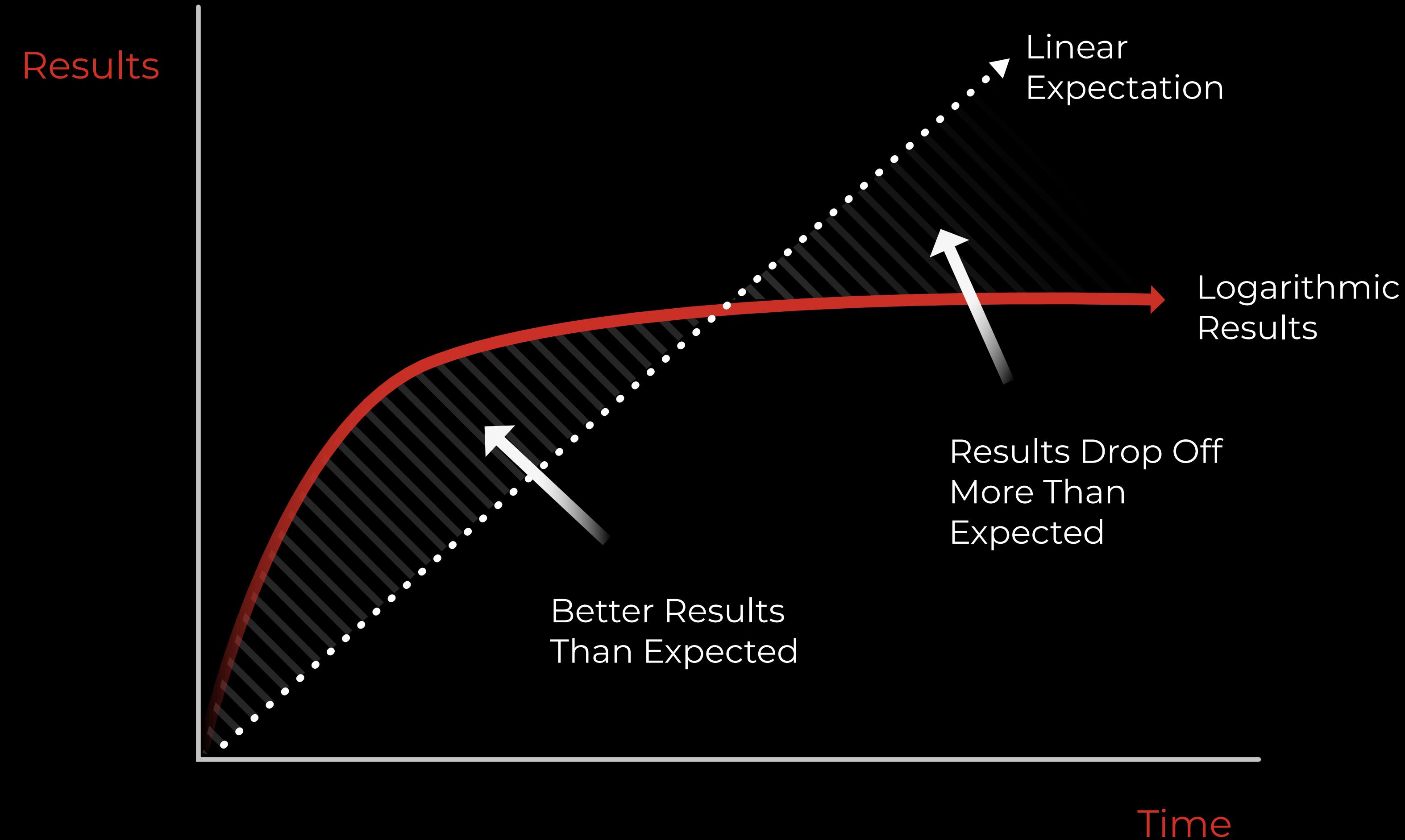


## Exponential Growth

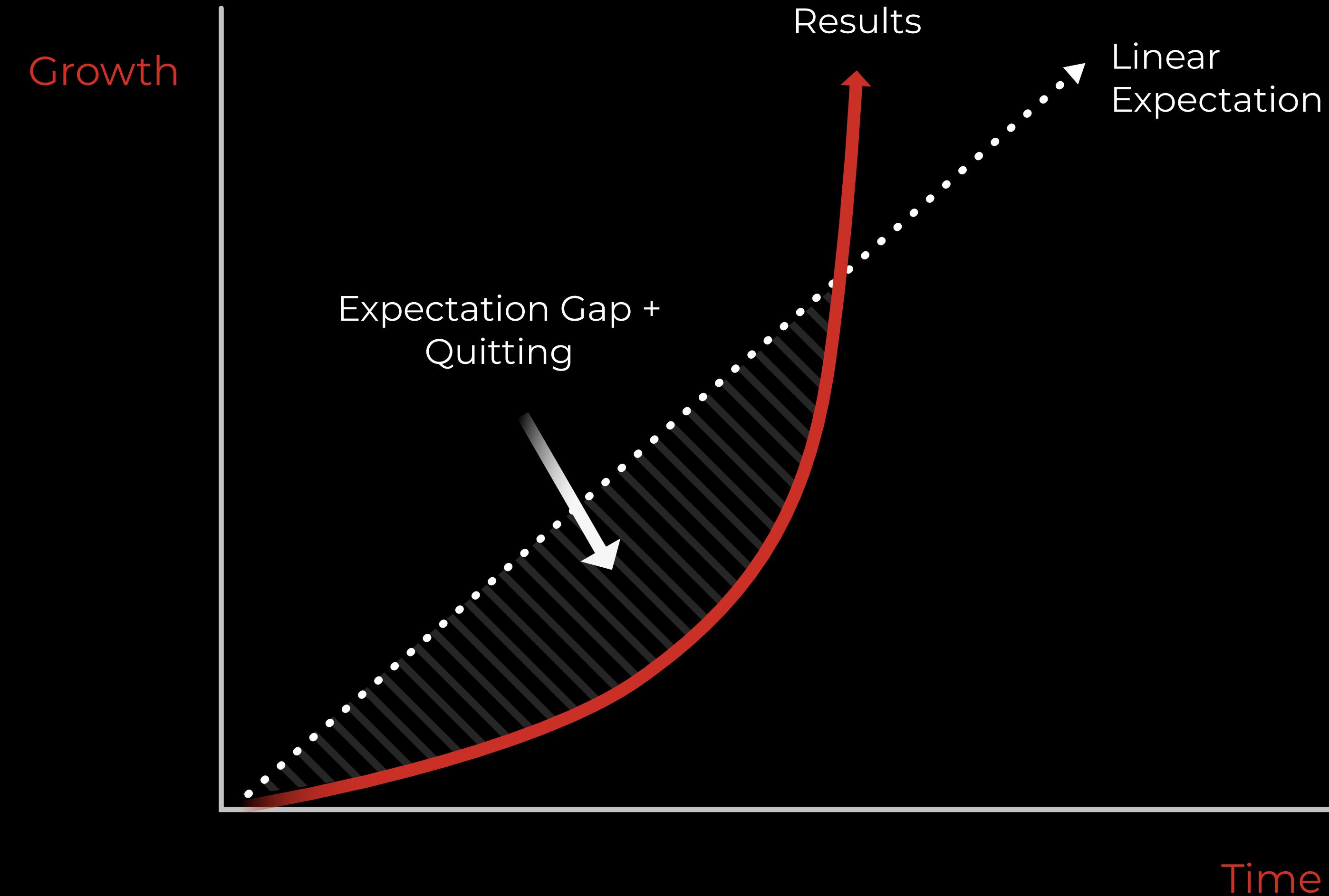
Progress is slow in the beginning but accelerates over time



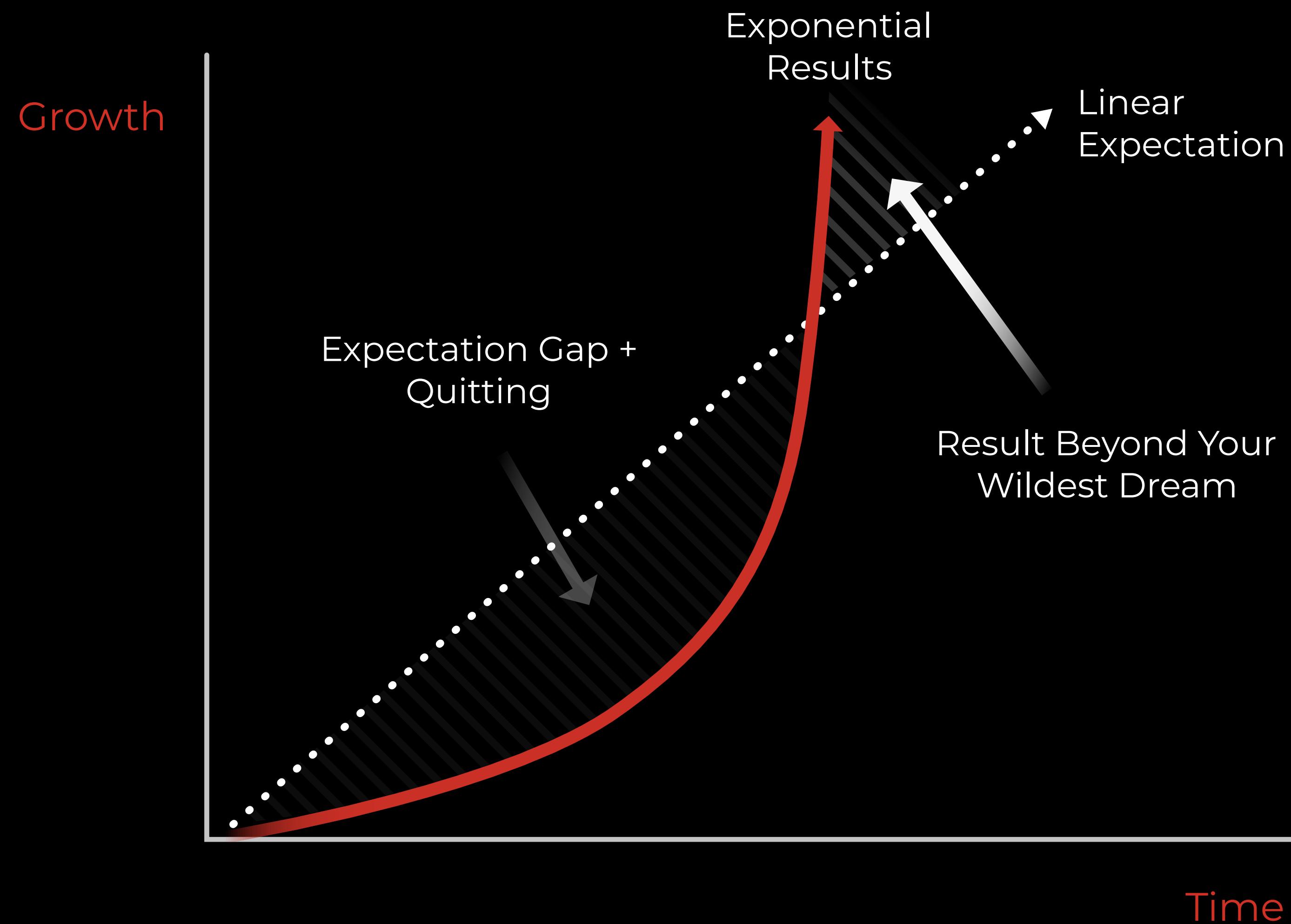
# The Problem With Linear Thinking and Logarithmic Growth



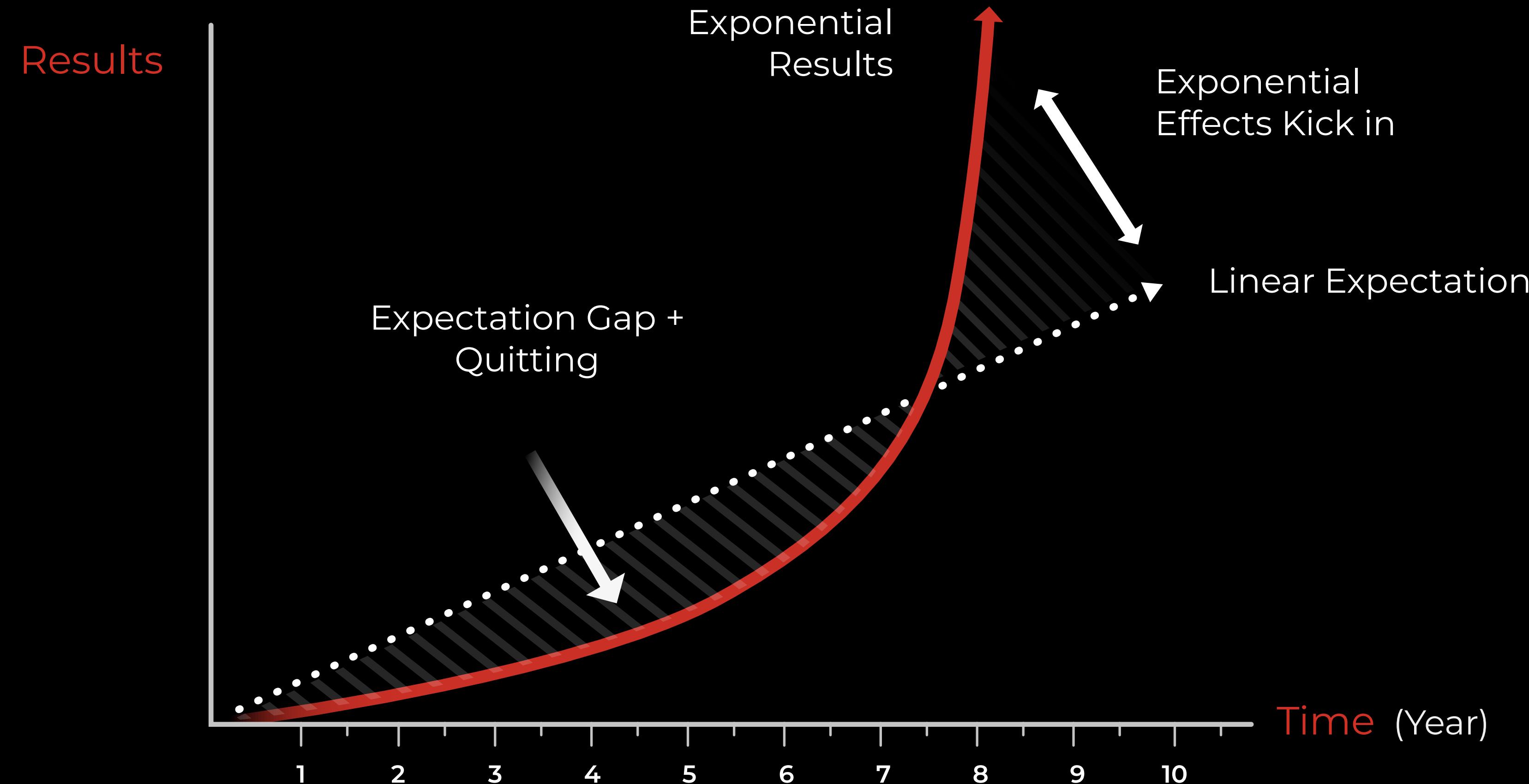
# The Problem With Linear Thinking and Exponential Growth



# We Almost Always Underestimate The Power Of Exponential Growth



# Overestimating 1 Year Accomplishment, Underestimating 10 Year Accomplishment



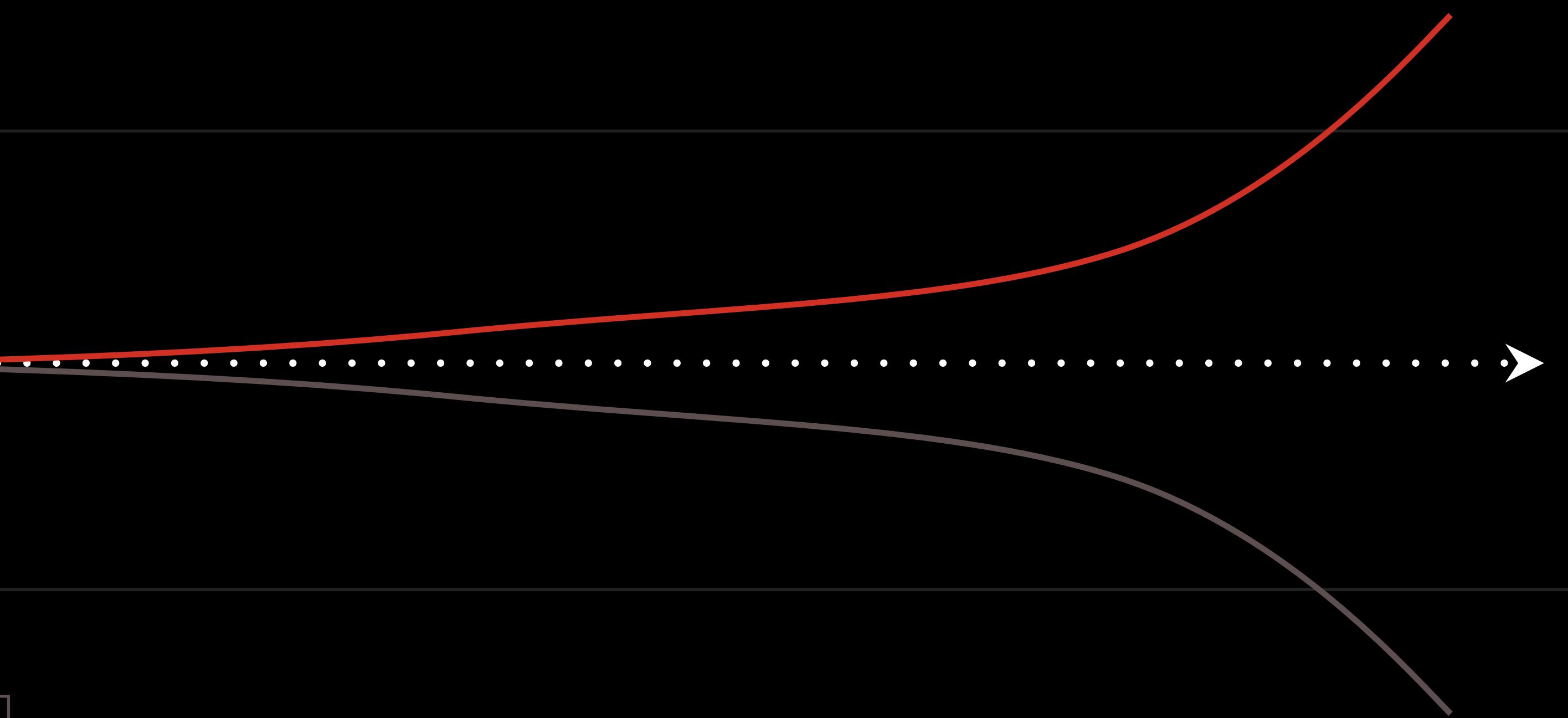
# Exponential Growth Over Time → The Compound Effect

Aggregation Of Marginal Gains



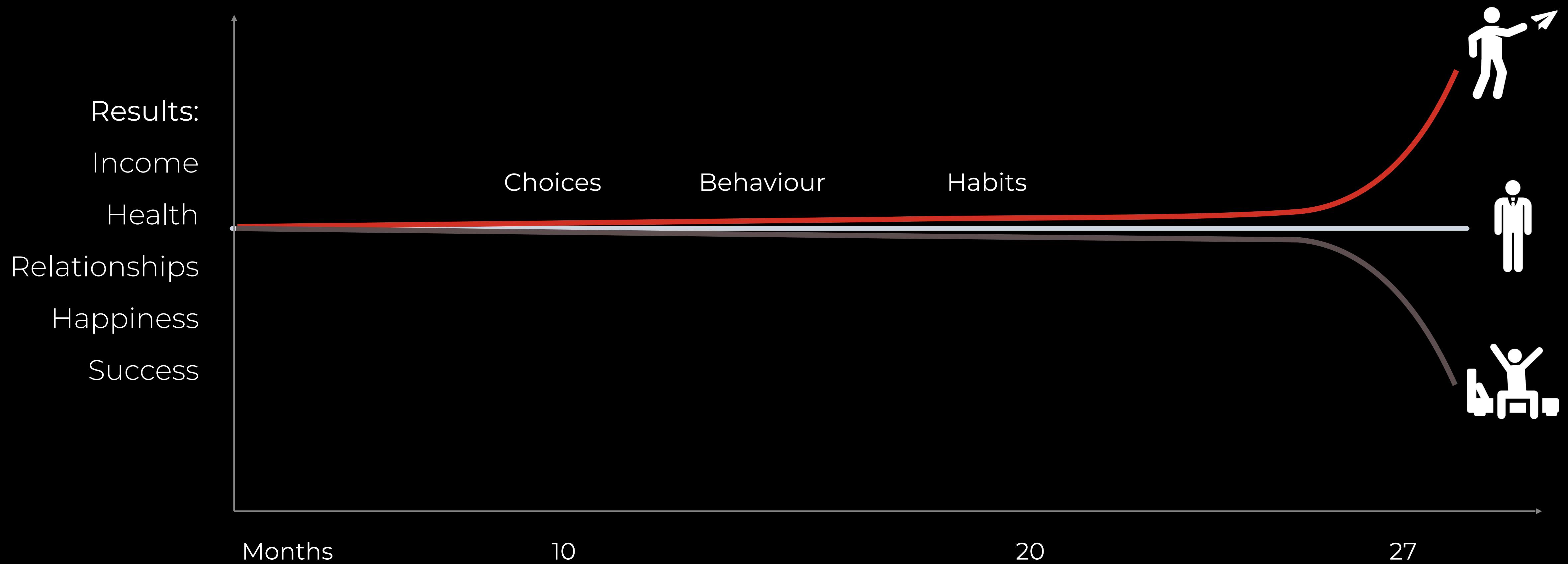
Time

- **1% Improvement**
- **1% Decline**



# Exponential Growth Over Time → The Compound Effect

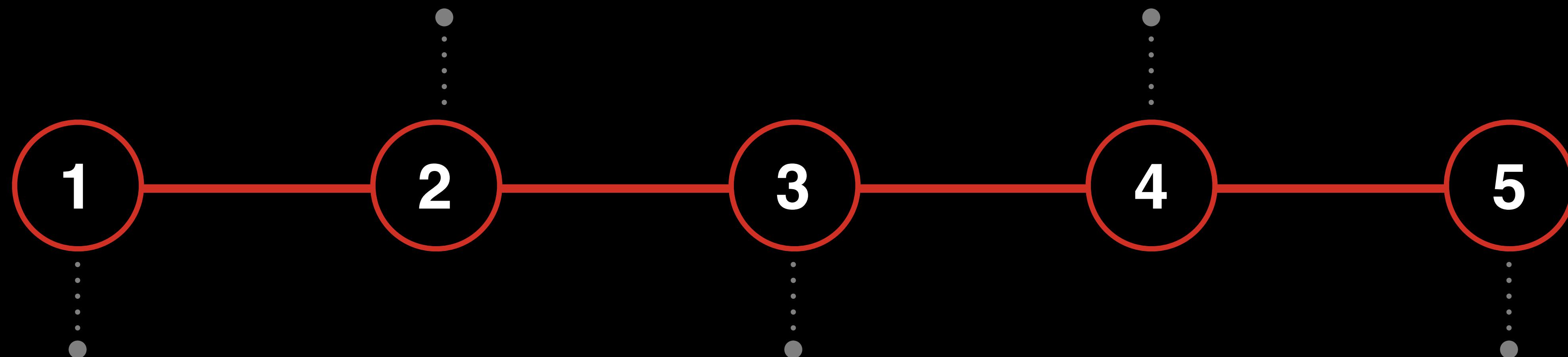
## The 2 Year Trajectory



# Our Journey To A Dangerous Mindset

## Growth Mindset & Internal Locus of Control

Necessary to get in the game; we can grow it through awareness and choice, and reinforcement.



### The Belief Spotlight

Belief determines possible actions which determines results.

### Attributing Cause To Effect

Crucial to have your actions reinforce a growth mindset.

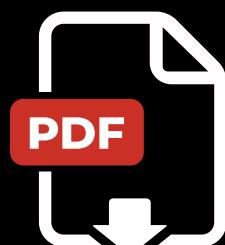
### The Compound Effect

Don't underestimate "the slight edge".  
It compounds exponentially.

## Exercise:

# Dangerous Mindset Assessment

- 1 Where in life am I limiting my results by believing more is not possible?
- 2 What do my goals become when I multiply them 10-100x? Is there a reason why that is less achievable?
- 3 Where in life am I exhibiting a growth mindset and where am I exhibiting a fixed mindset?
- 4 What activities with exponential growth am I expecting to see linear returns?
- 5 What activities with logarithmic growth am I expecting to see linear returns?
- 6 What actions that are easy to do and easy not to do actions am I underestimating the power of, (e.g., book reading instead of news reading)?



Download Workbook  
To get started