

FROM A COACHING SESSION

How to Sound Confident Without Being Arrogant

The balance that wins interviews.

A client asked me:

"How do I sell myself and sound confident without coming across as arrogant and full of myself?"

It's a balance of two things:



Confidence

Know your value.
Own your
contributions.



Humility

Stay honest.
Give credit. Stay
curious.

BUILDING CONFIDENCE

Confidence comes from knowing yourself.

- Know your projects and experiences deeply
- Know the details with certainty
- Know YOUR contribution—not "we delivered"
- Practice until delivery feels natural
- Believe you belong in that role

The language shift that matters:

Stop saying "we." Start owning "I."

 Sounds vague

"We delivered the
project..."

 Sounds confident

"I led the
implementation..."

SHOWING HUMILITY

Humility comes from honesty.

- Give credit to teammates who contributed
- Ask intelligent questions that show curiosity
- Admit what you don't know
- Share failures and what you learned
- Talk about how you'd improve next time

Spot the difference:

🚫 Arrogant People

- ✗ Don't ask questions
- ✗ Never admit gaps in knowledge
- ✗ Claim to have "done everything"
- ✗ Don't talk about improving
- ✗ Avoid discussing failures
- ✗ Take all the credit

✓ Confident People

- ✓ Ask thoughtful questions
- ✓ Acknowledge what they're learning
- ✓ Own their specific contribution
- ✓ Discuss how they'd do it better
- ✓ Share failures + lessons learned
- ✓ Give credit where it's due

THE KEY INSIGHT

**Confident people
know their **worth**—
and their **limits**.**

They own their contributions
AND give credit to others.

Confidence comes from repetition.

The more you practice telling your stories—out loud, with feedback—the more natural your delivery becomes.

Practice with someone who gives you honest feedback.

That's where real confidence is built.

The balance isn't a trick. It's authenticity.

Know your value. Stay honest.
Own your wins. Share your lessons.
Be confident. Stay curious.

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