

Wealthy Speaker Podcast
Developing Confidence
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SHOW NOTES

I. The Confidence Myth

- a. Highly successful people are confident. NO! Better to have a little less confidence than too much. One can also be successful while not feeling completely confident in what one is about to do.
- b. The Danger of Overconfidence: fail to prepare due to the belief that “I already know this so well.”
- c. The importance of a healthy wariness is different than believing one cannot do something.

II. Understanding Confidence

- a. Definition: a belief in one's self and one's ability to succeed.
- b. sources of 'no confidence': a) unfamiliar situation, b) unprepared, and c) consequences of actions.

III. Confidence and Performance

Research: Woodman, T., & Hardy, L. (2003). The relative impact of cognitive anxiety and self-confidence upon sport performance: a meta-analysis. *Journal of Sports Sciences*, 21(6), 443.

1. Self- confidence was significantly more strongly related to sport performance than was cognitive anxiety.
2. The cognitive anxiety and self-confidence mean effect sizes were greater for high-standard athletes than lower-standard athletes. That is, self-confidence has a great impact on high-level performers—the pressure is greater and the level of skill is 'more consistent'.

Research: Stanger, N., Chettle, R., Whittle, J., & Poolton, J. (2018). The Role of Preperformance and In-Game Emotions in Cognitive Interference During Sport Performance: The Moderating Role of Self-Confidence and Reappraisal. *Sport Psychologist*, 32(2), 114–124.

1. Preperformance confidence and in-game reappraisal were found to moderate some of the relationships between in-game emotions and cognitive interference, specifically for dejection and happiness. Accordingly, athletes would benefit from applying appropriate confidence-building approaches (e.g., self-talk, imagery) prior to performance and developing their ability to reappraise emotions during performance by learning to effectively apply cognitive-behavioral strategies.

IV. Developing Confidence

-not guarantee that you will be successful, rather strive to believe you will do your best. Annika Sorenstam: "I don't aspire to be better than anyone else. I am who I am. I aspire to be the best I can be." If you know, at the end of the day, that you did everything within your power to do your best—that is all you can ask of yourself.

-the best never 'nail it' or 'crush it'. There is always something that can improve.

-develop efficient, effective routines to take care of regular, repeatable, mundane activities.

-practice (skill development) and rehearsal (on stage or stage like, including mental rehearsal). Gives the feeling that a) can do this because I've done it in practice, and b) familiarity (been here before).

-learn from failures and build on previous success.

The roller coaster reality of success in sport, business or speaking provides a continually assault on one's confidence. Few would dispute the claim that success is easier achieved with confidence than without. As Henry Ford so poignantly put it "Whether you think you can or think you can't--you're right." And the research is clear: confidence comes first, and achievement follows. Edmund Hillary and Tenzing Norgay did not reach the summit of Mt. Everest and then believe they could do it. Is it possible to achieve or increase confidence? Absolutely. While there are many ways confidence can be gained, here are 6 that have proven particularly helpful over time and circumstance.

1. **Competence:** Possessing the skill, knowledge and experience to accomplish the task is an important confidence booster. Having accomplished similar tasks, or having demonstrated skill and/or knowledge in a practice or trial situation can be sources of confidence.
2. **Preparation:** It is difficult to feel confident when undertaking a task if proper preparation has not been completed. Being prepared for the nuances of the task conditions goes a long way in bolstering confidence. How do you get to Carnegie Hall? Practice! Practice! Practice!
3. **Recovery Strategies:** Something will go wrong--it almost always does. Having a strategy to recover from a distraction or disaster increases one's confidence heading into the task. This can be something as simple as refocusing on the purpose of the task or having a slogan or motto you can repeat to yourself. Sometimes ignoring the hiccup and moving on works, other times acknowledge the gorilla in the room and moving forward works—audiences forgive honest mistakes. Recovery strategies function to get you back on track and moving forward in completing your task.
4. **Goal Setting:** Confidence stemming from goal setting is rooted in knowing both the direction and method of the action to be undertaken. Goal setting provides clear focus on the task at hand and the purpose of your

actions. Determine the ultimate purpose of every presentation or business action.

5. Imagery: If you can imagine yourself doing it, you have mentally convinced yourself that it is possible. Picture yourself walking confidently onto the stage, delivering your key lines with style, and walking off stage to thunderous applause.
6. Positive Self-Talk. Hearing positive and reinforcing comments is always helpful when undertaking a task; and self-encouragement is a powerful force. Saying to yourself "You can do this!," "You're ready," or other fortifying comments may provide that small dose of confidence that will make the difference and bring success.
7. Past Success. Reflect on times that you have delivered a powerful program or made a successful sales call.
8. Convene your posse. Social support is a key confidence builder. Most people are their worse critics. Having a knowledgeable, honest, and supportive group of peers and colleagues can provide the necessary confidence boost to get it done.