

CATEGORIES

Types of trees

Things you'd typically find in a kitchen or bathroom

Items on your bucket list

Things you're grateful for

Colors

Mountains or Rivers

Christmas songs

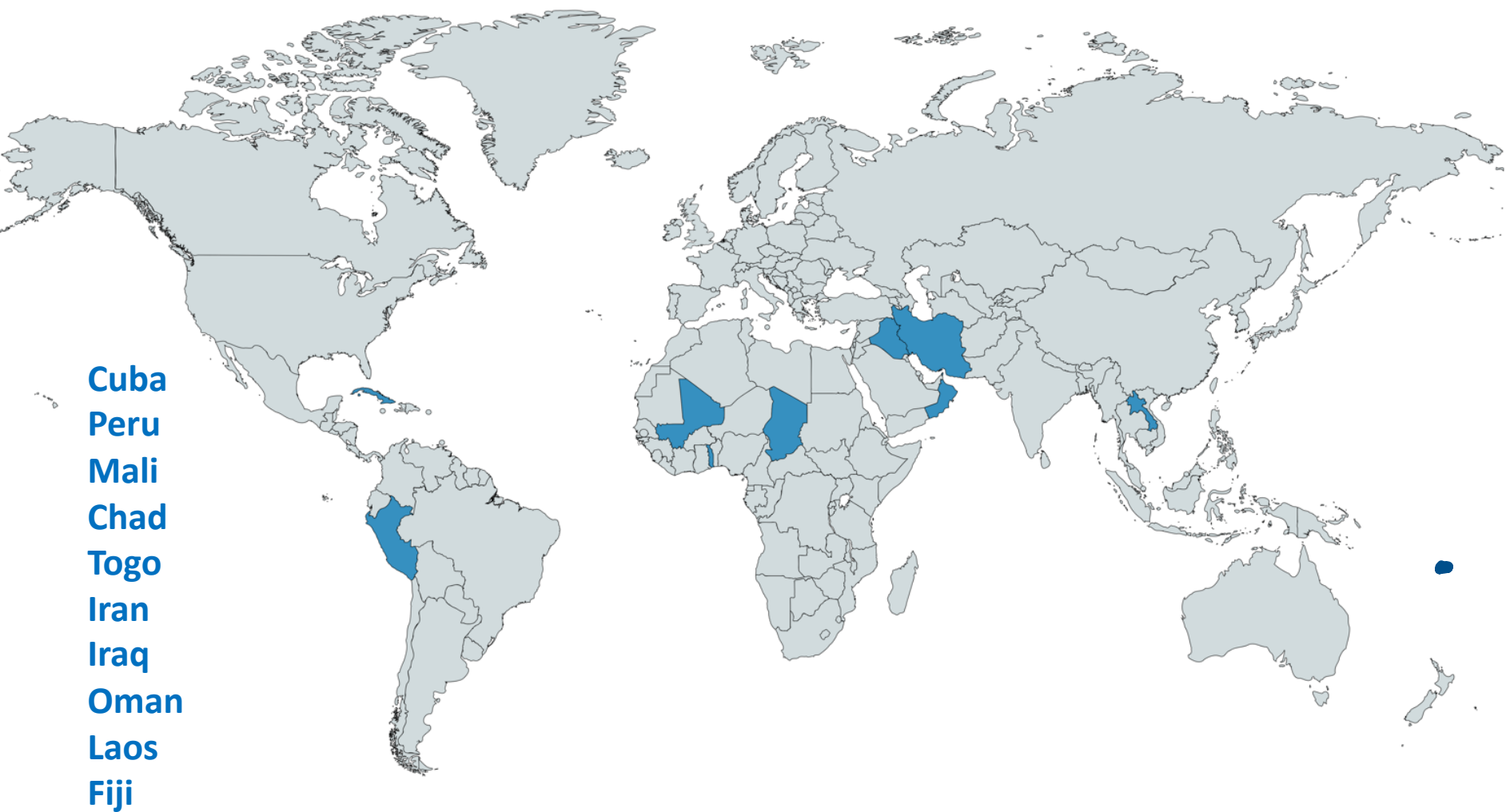
Emotions or Values

Types of cheese or cookies

Non motorized forms of transport or things with wheels

Tools in your toolbox (literal or figurative!)







“NOTHING IS IMPOSSIBLE.
THE WORD ITSELF SAYS
'I'M POSSIBLE!'”

AUDREY HEPBURN

“IF YOU FIND A
PATH WITH NO
obstacles
IT PROBABLY DOESN'T
LEAD ANYWHERE.”

~FRANK A. CLARK

KITCHENTABLECLASSROOM.COM

“LOVE CHALLENGES, BE INTRIGUED
BY MISTAKES, ENJOY EFFORT
AND KEEP ON LEARNING.”

CAROL DWECK

“TWENTY YEARS FROM NOW
YOU WILL BE MORE DISAPPOINTED BY
THE THINGS THAT YOU DIDN'T DO
THAN BY THE ONES YOU DID DO.
SO SAIL AWAY FROM THE SAFE HARBOR.
EXPLORE. DREAM. DISCOVER.”

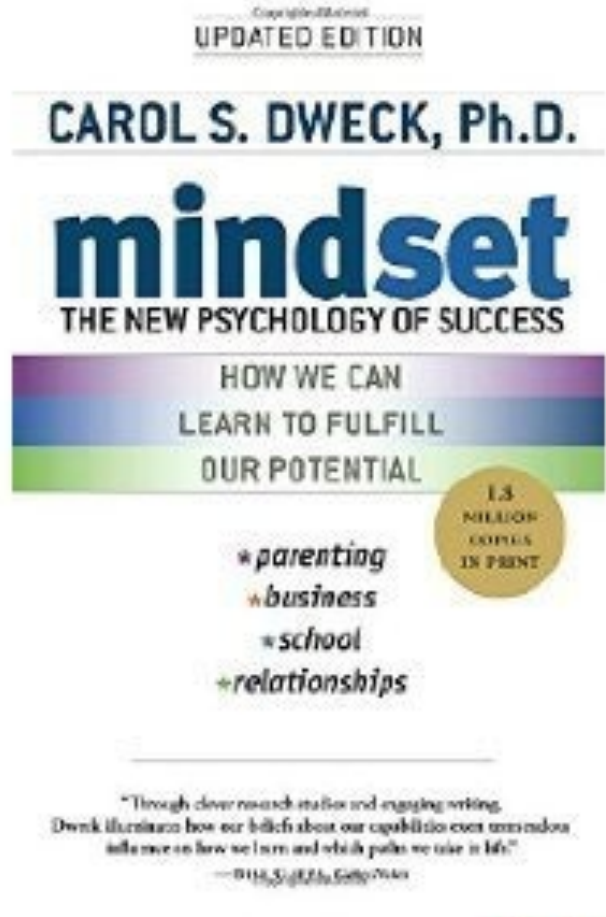
MARK TWAIN





**What areas of your life do you
have a FIXED mindset about?**

**What areas of your life do you
have a GROWTH mindset about?**



Mindset (n): a set of beliefs or a way of thinking that determines one's behavior, outlook and mental attitude.



Thoughts > Beliefs > Behaviors > Mindset

Mindsets often take root the type of praise we received growing up



Fixed



Natural
Talent
Nature

Abilities established

Growth



Malleable, Curious
Self Efficacy
Nurture

Grow and learn

Fixed mindset is about proving yourself. Growth mindset is about improving yourself.

MINDSETS CAN BECOME SELF-FULFILLING PROPHECIES

	Fixed	Growth
Focus	Judging (outcome)	Learning (Process)
What does failure mean?	I am a failure (identity). I am not talented enough.	I failed. (action) I need to work harder.
What does success mean?	I am smart. Now I can rest.	I learned something. What should I do to sustain that knowledge and to get better?
What does effort mean?	If it doesn't go easily enough, it means I am not good enough.	Effort is what <i>makes</i> me smarter or more talented.
What does trying something new mean?	I might appear dumb.	Opportunity to learn/grow/develop.
When do you feel smart?	Perfect performance right away	When I learn something new
Attitude towards others	Judge me.	As a resource

By: Lola Rokni, MAPP

Choice Map™

We choose moment by moment

Anything that impacts us at any moment
Thoughts Feelings Circumstances

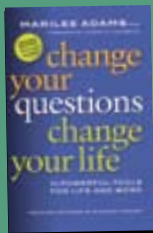


START

Choose

Learner Path
Judger Path

React



Marilee Adams, Ph.D.
800-250-7823
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What assumptions
am I making?
What can I learn?

What happened?
What do I want?
What are the facts?

What are they thinking,
feeling, and wanting?
What am I responsible for?

What are my choices?
What's best to do now?
What's possible?

Whose
fault is it?

Why am I such a failure?
Why are *they* so stupid?
Why bother?

JUDGER PIT

SWITCH
Ask Learner Questions
to Avoid Judger Pit

Switching Lane

JUDGER
• Automatic Reactions
• Blame Focused
• Win-Lose Relation

LEARNER
• Thoughtful Choices
• Solution Focused
• Win-Win Relating

What's wrong
with me?
What's wrong
with them?

FOR EXAMPLE.....

**4 YEAR OLDS WITH
A JIGSAW PUZZLE**



RELATIONSHIPS

I LOVE YOU, BUT



Self-fulfilling Prophecy

Belief:

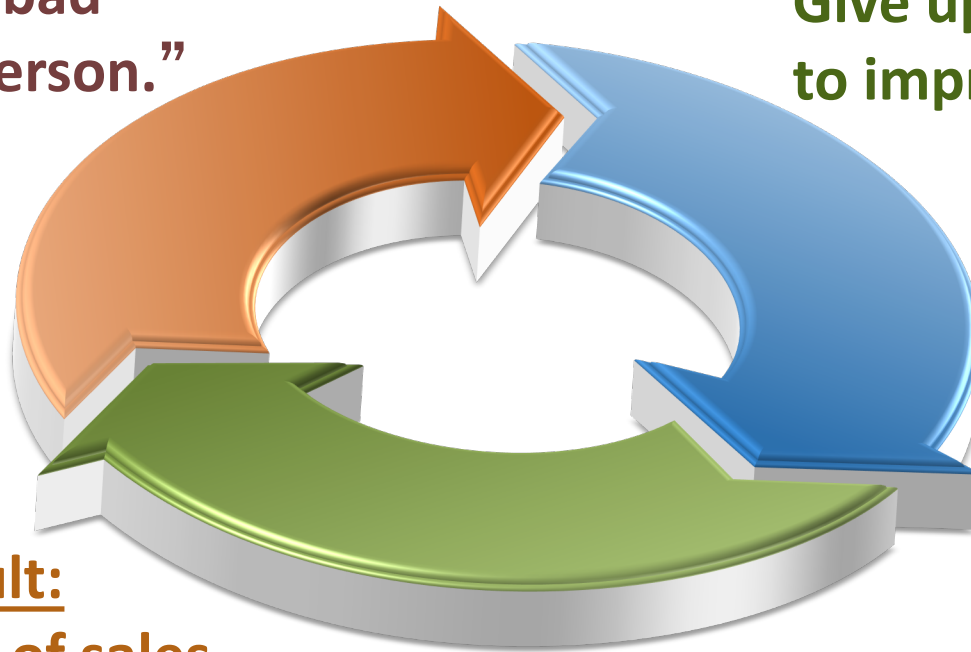
“I’m a bad salesperson.”

Behavior:

Give up trying to improve

Result:

Lack of sales



Self-fulfilling Prophecy

Belief:

“Selling is a skillset.”

Behavior:

Practice and learn skills



Result:

More sales with
time and practice

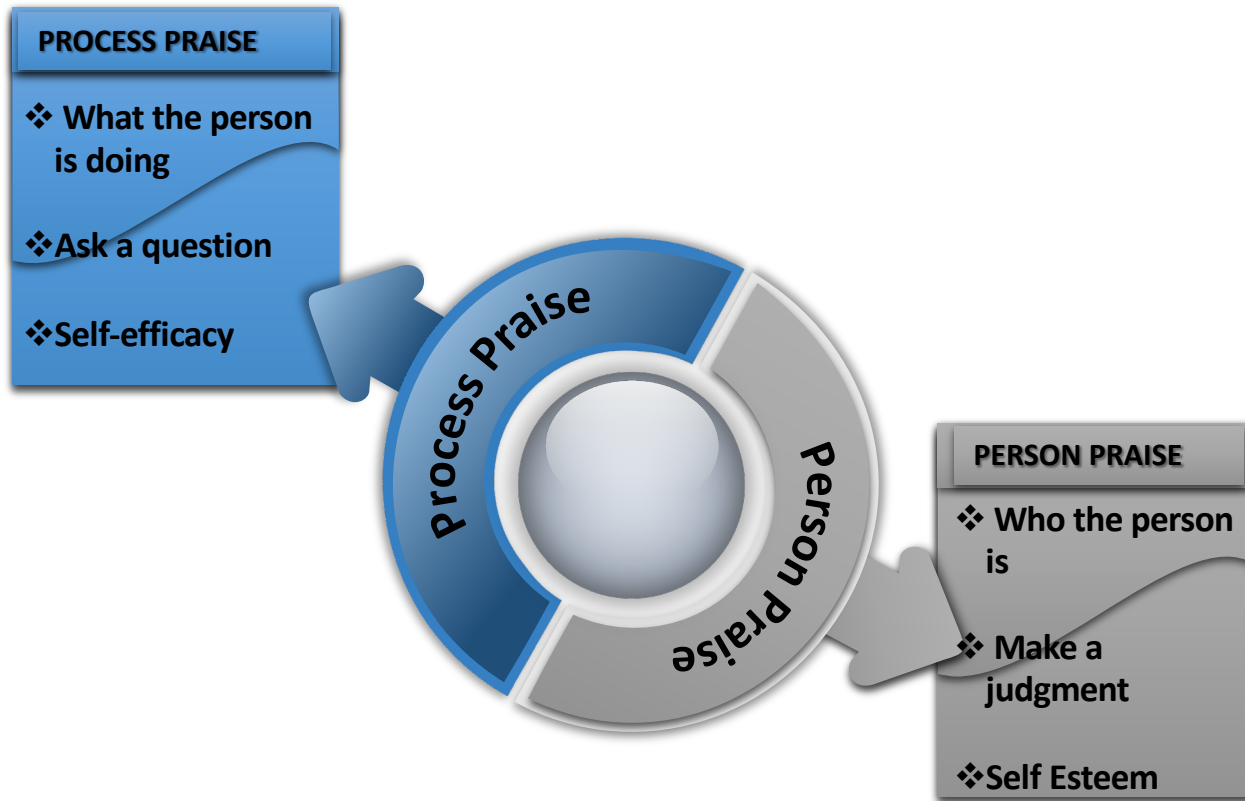


What areas of your life do you have a fixed mindset about?

What areas of your life do you have a growth mindset about?

And how are those working for you?

PERSON PRAISE OR PROCESS PRAISE?



PERSON PRAISE

- **PERSON:**

- You're so....

smart, talented, gifted, brilliant

- You're a...

natural athlete, natural artist, wiz, genius

- Communicates fixed and permanent traits

“I am judging those traits ”

- Breeds praise obsession

PROCESS PRAISE

- **PROCESS:**

- Emphasize practice, study, persistence and good strategies
 - Ask questions that admire and appreciate their efforts and choices
- This enables the person to learn and replicate their behavior.