

# The Psychology of

# WINNING

## WINNING SELF-AWARENESS

Name: \_\_\_\_\_

"Winners know their great personal potential, and the future roles and goals that will mark fulfillment of that potential."

Dennis Waitley

### READ About It:

Dr. Dennis Waitley mentions many qualities that winners possess (*adaptability, desire to learn, honesty, etc.*). Write down two that you have: 1. \_\_\_\_\_

2. \_\_\_\_\_

Now write down two that you need to work on: 1. \_\_\_\_\_

2. \_\_\_\_\_

### Get CRITICAL:

Waitley says "Winners are open [minded]." What does it mean to have an open mind?

\_\_\_\_\_

What is "empathy?" \_\_\_\_\_

Why do winners have to be **aware** and **open** in order to show empathy to other people?

\_\_\_\_\_

How does asking "Is this true?" and "Is this honest?" make you more self-aware? \_\_\_\_\_

\_\_\_\_\_

### APPLY what you've learned:

Write down one of the action steps at the end of the chapter: \_\_\_\_\_

By this day next week, write down how you took action (and any positive results!).

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