

# The Psychology of

# WINNING

## CHAPTER 2 POSITIVE SELF-ESTEEM

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

"Confidence is built on the experience of success."

Dennis Waitley

### READ About It:

Some people seem to be super confident in themselves, even from a very young age. Is self-esteem something you're born with? \_\_\_\_\_

Does having rich parents, the most popular friends, the most glamorous home or job automatically give you self-esteem? \_\_\_\_\_ Why not (what's missing)? \_\_\_\_\_

### Get CRITICAL:

How can a focus on *external standards* (i.e., what other people think or expect of us) hurt your self-esteem? \_\_\_\_\_

Even though they accomplish a lot and believe in their potential, why don't winners brag about themselves or use hateful words against others? \_\_\_\_\_

Why don't winners give in to negative emotions (like hate or jealousy)? \_\_\_\_\_

What is "positive self-talk" and how can you use it to help you develop positive self-esteem? \_\_\_\_\_

### APPLY what you've learned:

Waitley says *Out of adversity can come greatness*. That means when things get really hard, winners find a way to believe in themselves and reach for greatness. Describe an experience in karate where your belief in your self-worth helped you overcome hardship. \_\_\_\_\_