

The Psychology of

WINNING

CHAPTER 4 POSITIVE SELF-MOTIVATION

Name: _____

"Motivation is an emotional state."

Dennis Waitley

READ About It:

Waitley says "Winners have desire." What does it mean to act on desire? _____

What's the difference between saying "I *have* to do this" versus "I'm *going* to do this?" Which one gives you more power? _____

List the most powerful NEGATIVE motivator (according to Waitley): _____

List the most powerful POSITIVE motivator (according to Waitley): _____

Get CRITICAL:

Waitley talks about *tension* as motivation. How does tension motivate you? _____

Winners concentrate on what they *want to happen* versus what they don't want to happen. Why is it important to focus on moving *toward your goal* versus steering yourself away from risks, or fears, or what you don't like? _____

Waitley talks about the "*winning action*." Think about your karate belt tests or tournament competitions. Describe your "winning action" in these arenas--not what you could possibly mess up, but the excellence you're capable of. Use any words to describe what your *winning self* looks like in performance. _____

APPLY what you've learned:

Choose one of the action steps at the end of the chapter. _____

Now one week from today, write down your experience with that action step (how did it help you motivate yourself?) _____