

The Psychology of

WINNING

CHAPTER 10 POSITIVE SELF-PROJECTION

Name: _____

"Winners say, 'I'll make you glad you talked with me!'"

Dennis Waitley

READ About It:

Waitley says that relationships can be won or lost in the *first four minutes of conversation*. What do you look for when you first talk with a person? _____

What did Will Rogers mean when he said "I never met a man I didn't like?" Did he really like everything about everyone? _____

Get CRITICAL:

How can you communicate *non-verbally* (i.e., without words/talking)? _____

Non-verbal cues from other people help us understand how they're feeling. Our own non-verbal cues (how we stand, slouch, dress, smile, frown) project our own feelings.

How can you project yourself like a Black Belt in forms competition? _____

How can you project yourself like a Black Belt at school or work? _____

APPLY what you've learned:

What qualities (*strength, worry, confidence, kindness*) are these people projecting?

