

Confidence & Peak Performance

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Continually developing as a person along the dimensions of self-confidence and self-esteem can prove to be invaluable as you look to improve your performance to your highest level possible. Whether you are a manager, salesperson, or anyone else having to perform amidst distractions, stress, and unpredictable situations and circumstances, it is imperative that you maintain a high level of self-confidence. With high self-confidence often comes opportunity, as your ability to “bounce back” from adversity and eagerness to begin new ventures will be seen as very attractive to future business relationships.

Self-confidence is related directly to performance on many different levels. Scientists have found that self-confidence directly impacts level of optimism/pessimism, communication style, stress level, and even the origin of where people attribute their failures and successes (whether they are the reason for them or if their situation exists for reasons beyond their control). When a person has a high level of self-confidence the mind and body work in synchrony and quite often good things occur, from meeting and developing new relationships to increasing financial income through increased sales and business developments. Sadly, when self-confidence is low many opportunities are missed and performance levels drop, often resulting in a negative closed cycle of low performance and deteriorating self-confidence.

With high self-confidence a person is more likely to pay closer attention to positive events and spend less time dwelling over daily stressors and failures. This positive, healthy, and realistic world appraisal leads to an increased level of world optimism, which in turn leads to positive body language and attitude projection, which in turn leads to more healthy and positive interpersonal relationships. These relationships, in turn, often lead to more business deals that result in success, which often is directly related to lower levels of stress. In other words, high self-confidence can lead to a healthy closed cycle of peak performance and continually increasing self-confidence.

With high self-confidence people also do something very interesting – they begin taking sole responsibility for their actions. Many people do the opposite when things aren’t going well, that is, they begin to “point the finger,” so to speak, at everything and anything as to why their success level is low (i.e. corporate politics, a terrible boss, etc).

This is what psychologists call having an external locus of control, where the results of a person's actions seemingly have little impact on the outcomes of situations because the environment around the person is going to ultimately impact the final outcome. This way of thinking is unhealthy, unproductive, and leads to low self-confidence, effort, and performance.

Instead, begin to take on an internal locus of control and improve your self-confidence today! Below are some simple tips to help you improve your self-confidence today:

- Begin by immediately taking control of your life and create an optimal balance between family, work, and recreational activities in your life. Become proactive and realize these changes may at first be difficult and uncomfortable, but in the end will lead to increased happiness, self-confidence, and less stress.
- Set long-term, mid-term, and even simple daily goals that you can follow on a regular basis. Write down these goals and make sure they are goals you have complete control over and are not dependent on luck or the help of others. For example, while you cannot guarantee you will get a promotion you can set a goal to do all the things you need to do to be in the best possible position for a promotion (i.e., improve sales, develop new accounts, etc).
- Make it a point to take responsibility for all of your actions and stop yourself before blaming others for your results. Even if something truly is not your fault, you will be far better served to look for ways that you can make a situation better rather than pointing the finger at other people.
- Take pride in even your smallest accomplishments! Many people quickly cascade over their successes and instead place an unnecessary amount of attention on their failures. While it is important to look for ways to improve on failures, it is equally important to take pride in successes.

Self-confidence can grow quickly and can change the course of your life. Take a closer look at your level of self-confidence and see where you can improve, it will most certainly be worth the effort!

