

7 Steps to Stellar Confidence

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“Confidence is not absence of fear but a transformed relationship with it”

This quote sums up what this book is all about.

We often seem to believe that people who show extraordinary confidence out there, somehow have no fear – the amazing speakers, the one who raises her hand in a meeting, those asking difficult questions or sharing an idea that seems far fetched to begin with. I have often heard my clients say, I just didn’t have the confidence to share my idea and then when someone else said the same thing in the meeting, I spent the rest of the meeting feeling awful for not having had the courage to be the first one to share.

In this book, I will share the 7 steps to transform your relationship with such fears and help you act confidently.

Step 1: Determine the situations

Action can only be taken when you prepare for it and preparation requires you to know when are you most expected to get hit by the fear. This is also helpful to find the connection. Is it in public speaking, is it when trying something new or speaking up in a meeting with a lot of key stakeholders.

If you rethink, these are all the situations that will benefit from you acting with more confidence.

Step 2: Identify your fears

To deal with anything unpleasant, you need to figure out what exactly it is. Once you have the situation shortlisted, now think about what goes through your head when you are in that situation. Is it “I don’t know how people will react to what I say”, or “I will look like a fool asking this question”, or “what if I fail”.

Step 3: Calculate your Excitement to Puke ratio

If life be a roller coaster, what is your excitement to throwing up ratio. Everyone is different, some don't have a puking tendency no matter how crazy the roller coaster, while the others can't stand a thought of it. What does this have to do with confidence you ask? Similar to a roller coaster some of us don't have self-doubts no matter how crazy the project or idea execution or huge a speaking forum may be. For those who do see the sneaky imposter syndrome creeping - Reorient and think what is your excitement to throw-up ratio. How excited are you about being here, sitting at the table, being in front of this audience or starting this new role, job, company etc. Is this excitement enough to bear with the puky feeling of not enough-ness.

Now that you have determined, where its expected to hit you, what goes through your mind when it does and how

excited you are with the situation, all you have to do is act upon it. The next 3 steps are actions you need to take.

Step 4: Reframe your narrative

Tell yourself all the reasons you think, you are here for a reason. When you have taken up a new role or job, people who have interviewed you have already determined your entitlement to be here (seat at the table or this role or the stage), and thus you have to tell yourself the same – I'm here for a reason. My experience, skills, perspectives are unique to me and that's what I add to the equation.

Step 5: Don't Stop at Positive Affirmations, take positive actions

Remember positive actions always trump positive affirmations and intentions. You focus should hence be on acting on the it. Face your fear and go ahead, share that

one idea you have had with the team. Critical with acting on it, is giving yourself space to not mull over if the reception of your idea is lukewarm.

Step 6: Measure the inputs

To get out of a low confidence spiral you have to both act and also judge yourself only on taking action not on the output. May be your idea doesn't get acted upon or the feedback from your talk says, you could have done better Xyz areas.

Remember **Failure is just honest feedback**. Take it like that and know you would have never got that feedback had you not acted in the first place. Thus, acting is critical. And it needs to be measured to keep you motivated to acting on it. Once you receive a lukewarm feedback, it shouldn't stop you and you have to keep at it.

Step 7: Make it repeatable

There may be times you fall back into the low confidence spiral again. In fact, I can almost say it with certainty that there will be. Situations may change, but our default reaction may come back. If you have tried to address it once, it will be easier for you to apply it again.

All you have to do is find that narrative that helps you into getting back to Action. Your reason for why you and not someone else is here.

The story you tell yourself is the story you tell others too. So, change your narrative and act on it