Inside Out Confidence - Workbook

Are you tired of being told to “fake it until you make it”? As an introvert and/or HSP this way of thinking can sit in stark opposition to a natural function, where deep confidence is created from the inside-out, not the outside-in.

In this workbook (and the accompanying video lessons) we will go through a few questions and exercises aimed at helping you think of confidence in a different way. It will align you with a series of tools and values that you can use to flourish from the inside-out.

This workbook is designed to move you away from seeing confidence as an appearance, and towards seeing confidence as a by-product of living life aligned to your core values and in conjunction with the things that matter most.

By the time we finish, I hope that you will see the differences between different types of people when it comes to creating and living with confidence. And that you will no longer believe (if you do right now) that being an introvert and/or a highly sensitive person has an innate impact on your levels of confidence.

A Fresh Perspective

# Do Introverts and HSPs Need More Confidence?

After being asked to promote a course based on helping introverts and HSPs look more confident I felt troubled. It was another example of a trend I had noticed over time; “introvert”, “sensitive”, “anxious”, and “lacking confidence/self-esteem” were being used fairly interchangeably. Often by introverts themselves.

I grappled with an important question: ***What is it about introverts and HSPs that mean we are more likely to be socially anxious and suffer with confidence issues?***

After a while I realised a better question to ask is perhaps found when we turn this on its head: ***What is it about culture/society that means introverts/HSPs are more likely to feel anxiety, and lack confidence?***

When you think about your own confidence, ***do you feel like being an introvert and/or highly sensitive person has an impact?***

# What IS Confidence?

***Confidence is NOT:*** Hubris, Arrogance, Faking it Until You Make It, or Success

**The Extrovert Ideal** can breed a one size fits all perception of what confidence looks like. Being the life and soul of the party, talking with bold opinions and communicating a strong sense of what you think and feel about things going on around you. This is what we often think of when we believe we need to be more confident; how we appear to others.

**True confidence** draws from three big areas:

1. Belief in your competence (your ability to do the things you’ve learned/trained for)
2. Belief in your processes (your ability to adapt to things you’ve not experienced before and to learn from previous experiences)
3. Belief in your own intrinsic worth as a human (falling in love with your own life - with your larger self, and your simple sense of being”)

**Confidence is important because:**

* It removes a victim mentality (it empowers you to see your value and response-ability)
* It gives us the inner tools we need to achieve the things we want to achieve

\* Gives us what we need to take necessary risks

* Allows us to outweigh anxieties and fears that stop us from doing things we want to do

**Inside-Out Confidence** is about knowing ourselves, allowing ourselves to be ourselves, permission to explore ourselves and be true to our own desires and preferences, and to be vulnerable with ourselves and others.

Roadblocks to Confidence

# Self-Doubt and Impostor Syndrome

**Impostor Syndrome can be defined by three main characteristics:**

1. Inability to internalise competence (writing off accomplishments as flukes)
2. Anxiety about being found out (the fear that you are going to face a situation you’ll be unable to deal with)
3. The belief that you do not deserve to be in a place or position because you are not worthy compared to other people

**You might experience it as an introvert/HSP because you feel like:**

* You Don’t Fit the Mould of Outside-In Confidence (you take a while to warm up and become comfortable socially within new situations and environments)
* You Don’t Hold the Same Values or Seem to Care About the Same Things as The Crowd (when small talk and chit-chat occurs you don’t feel connected or particularly interested)
* People Don’t Think You Need Reassurance and Praise for Your Actions Because You Don’t Appear to Seek it Out (when really you would love some encouragement)
* You’ve Grown Up Believing Stories About Yourself and What You Need to Be (you often try to fake it till you make it, which leaves you fragmented and alienated from who you are deep down, which DOES make you feel like a fraud)

# Uncertainty

Confidence is not built on knowing everything. Rather than being certain and having all the answers, deep confidence is about being comfortable within the possibility that you don’t know everything.

Where does uncertainty arise in our lives?

**External Motivations:** practical needs such as shelter and food

**Internal Motivations:** emotional needs and natural tendencies that drive you

**Philosophical Motivations:** things that you choose to care about in the wider context of the world

The thing that drives you is not necessarily going to be the same core values as someone else. What you see as highly important might not be a concern for the next person. Ensuring that your life reflects each of these motivations for you as an individual is key to creating a foundation for confidence.

**In the table below write down your own key motivations.** *I’ve included some examples to get you started.*

| External | Internal | Philosophical |
| --- | --- | --- |
| A job that pays enough for rent and food | Time to myself to create energy | Peace and unity in my community |
| Meaningful relationships | Creativity | Helping people see beyond their differences |
|  |  |  |

# The Past and Future

It's so easy to enter into a spiral of uncertainty about the future. The world has always been uncertain. Change is in fact the only certainty and inevitability that comes with passing time.

We grow confidence when we learn to absorb and move with the changes in ways that bring the best of ourselves out into the light.

**What do you feel uncertain about?** (e.g. financial uncertainty, uncertainty about your ability to cope, or uncertainty about the future of the world etc)

**How do these uncertainties impact your confidence?**

**Do these uncertainties hold you back from doing things you would otherwise do?**

**If you could be certain that things would work out what would you do?**

# Fear

Fear is natural. It is neither good nor bad. It has been an important part of our evolution as species, keeping us safe. It is an inevitable emotional reaction to things that our unconscious deems to be a threat in some way.

**Can you remember a time when you felt afraid before doing something that you knew would be an amazing achievement?** *For example in the video I talk about my experience on the side of the stage before going on to do my first TEDx talk.*

**Confidence is Not an Absence of Fear**

*"I learned that courage was not the absence of fear, but the triumph over it.”* ***- Nelson Mandela***

Courage is the choice to do something that matters, despite the fear you feel in the face of it. Confidence is a by-product of using that courage.

Fear is a sign that you’re doing something that matters. The more you care about the outcome, the more that fear can creep into how you approach it. What is important is to act with courage, trusting that it’s the right thing to do.

The confident performer is not the one who performs without nerves, but is the one who performs with clarity of mind.

Your fear wants the best for you. It’s trying to protect you from harm. It is a response that is the same whether you’re staring a lion in the face or you’re about to deliver a presentation at work. The good thing is, you can converse with it and befriend it. It can tell you a lot about what matters most, what you are willing to risk and why, and where you need to be courageous in your life right now.

**If you were to talk to your fear today what would you say?**

A Confident Response and a Self-Assured Path Forwards

# Stories

You are the main character in a hero’s journey. How is the story going so far?

**The Origins of Your Story**

**How has the “extrovert ideal” influenced the story you tell yourself about who you are and how confidently you engage with the world?**

**What stories were you told growing up by influential adults around you?** (e.g. you’re shy, you need to be more confident etc)

**What actual experiences have fed the stories you tell yourself about your confidence?** (e.g. being pushed in front of a crowd and expected to find your feet by speaking publicly by someone who thought immersion would ‘solve’ the problem they believed you had, or being involved in a car crash, which left you with no confidence in your driving skills)

**As you look at these stories, write down the limiting beliefs that they’ve influenced as you’ve got older** (e.g. I cannot be a performer because I’m too shy and cannot cope with the pressure of standing in front of a crowd)

**Then turn each limiting belief inside out and find a liberating truth from within it** (e.g. I can focus on the task at hand, and when I have plenty of time to prepare and feel well rehearsed I love the feeling of performing). *Use the table below:*

| Limiting Belief | Liberating Truth |
| --- | --- |
|  |  |
|  |  |
|  |  |
|  |  |
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# Build Your Library of Perspectives and Influence

Confidence grows when we connect with people at deep and relevant levels. Deep seated confidence comes when we feel secure in our connections with others, when we're not feeling lonely or alienated, or trying to fit in.

**Be Conscious of the Company You Keep**

Do you spend time with people or groups who have a different set of values and priorities that make you feel alienated or alone? **Write them below:**

**Do you have people or groups who have similar values and views of the world to you?**

**What are you preferred sources of guide?** e.g. authors, online communities, people in your physical community, religious organisations etc.

**What might life look like if you were to surround yourself with guides who are rooting for you rather than people who make you feel alienated and alone?**

# Reinforcing Your Materials

Your value as a person is nothing to do with:

- how much people like you,

- your ability to be perfect,

- how good looking you are,

- whether you wear the right clothes or say the right things…

- your worth as a human being is found by yourself, within yourself, by virtue of the fact that you have a life)

How do you define success?

Based on your own thoughts and what others say about you, what 5-10 words would you use to describe your values? **Circle the relevant ones:**

|  |  |  |  |
| --- | --- | --- | --- |
| accountability | control | generosity | personal well-being |
| achievement | courage | health | power |
| adaptability | creativity | humility | professional growth |
| ambition | dialogue | humour | recognition |
| balance (home/work) | ease with uncertainty | independence | reliability |
| being liked | efficiency | initiative | respect |
| being the best | enthusiasm/ positive attitude | integrity | reward |
| caring | entrepreneurial | job security | risk-taking |
| caution | environmental awareness | leadership | safety |
| clarity | ethics | listening | self-discipline |
| coaching/ mentoring | excellence | making a difference | teamwork |
| commitment | fairness | openness | trust |
| community involvement | family | patience | vision |
| compassion | financial stability | perseverance | wealth |
| competence | forgiveness | personal fulfilment | wisdom |
| conflict resolution | friendship | personal growth |  |
| continuous learning | future generations | personal image |  |

Look at the words you’ve circled and ask whether or not your values and your definition of success are consistent with one another. **Where do you think your definition comes from?** i.e. think back to the stories section and ask which of those stories and limiting beliefs have fed into it.

# The Best Reaction to Uncertainty

If you know why something is important to you, and you really want your life to reflect it, then you will begin to build a deep pool of confidence in the face of questions and uncertainty.

**What “personal projects” have you done in the past year that meant you had to “act out of character”?** (e.g. giving a talk, putting on a birthday party for a child etc)

2.

3.

How did you restore your energy afterwards?

How did you feel once you had completed the project?

# Small Steps Over Time (building structures of confidence)

Confidence isn’t something that just lands on your lap. It is created by small deliberate steps with intention and belief.

A sat nav can be a guide to direct us, but it is a passive tool and plays no part in actually moving you from “here” to “there”. Only you can do that.

**The three aspects of confidence are:**

1. Belief in Your Own Competence/Ability to Do Something
2. Belief in Your Processes and Ability to Adapt to New Situations
3. Belief in Your Own Intrinsic Worth (regardless of what you do or accomplish)

**What can you do to reinforce and remind yourself of your own competence?** (e.g. create an achievements folder where you keep certificates, lists of accomplishments etc)

**What can you do to reinforce your processes and adaptability?** (e.g. start a journal where you write about how you’re dealing with the situations that life puts in your path - draw on these experiences and build mindsets, routines, and approaches to help you face new situations)

**How can you remind yourself of your own intrinsic worth?** (i.e. that it doesn’t matter what you do, the fact that you’re alive right now means your life is valuable, unique and special - make a list of liberating truths that remind you of the innate value of life itself)

I hope you've found this course helpful and that it has set in motion some exciting changes for you as you **live courageously, care whole-heartedly,** and **create** the life that calls from within you with confidence and most of all a sense of playful enjoyment.

Welcome to your story - don't rush it - enjoy the process and keep exploring