

Mindset

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**The most important
differences are not
seen.**





The power of “YET”

Growth vs. Fixed Mindset

GROWTH

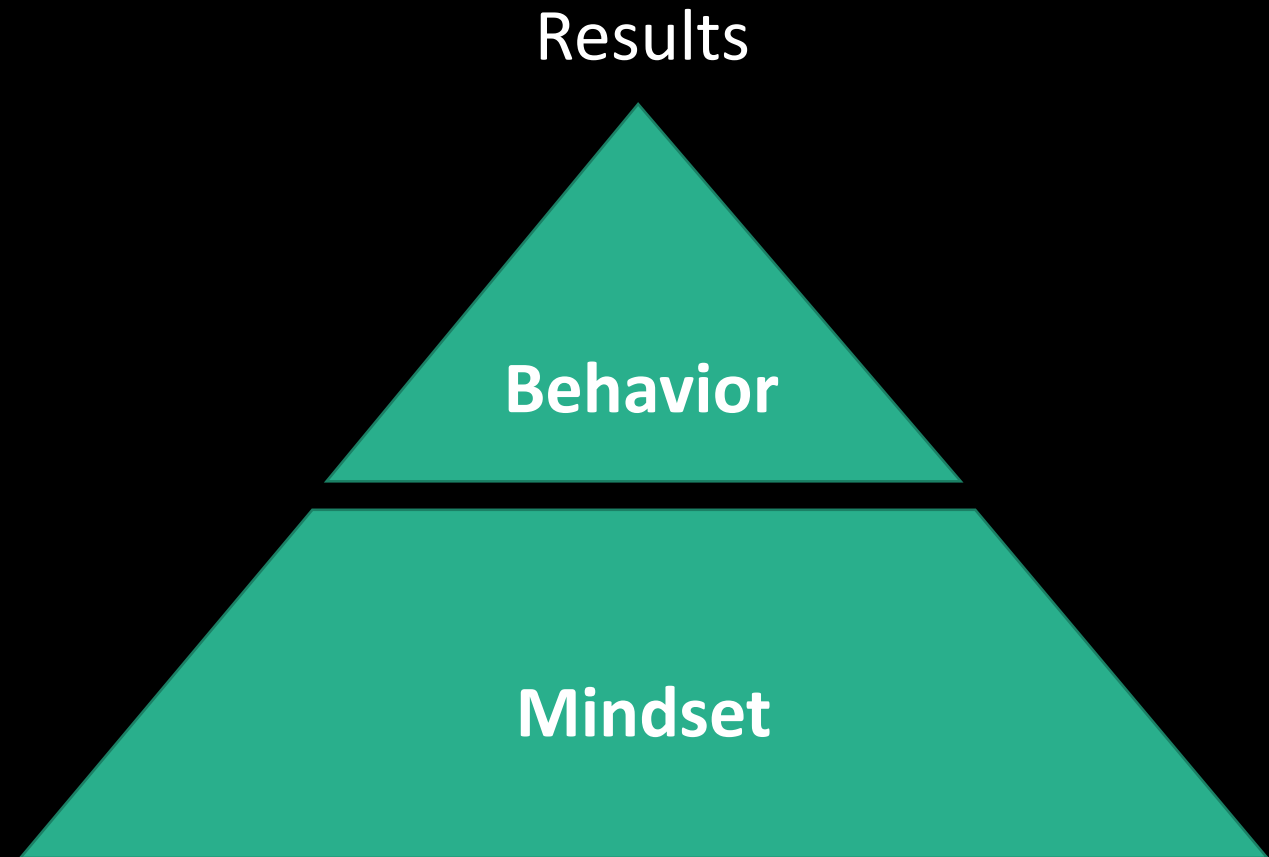
- Basic abilities can be developed through hard work.
- Brains and talent are just the starting point.
- Everyone can change and grow.
- Praises effort, strategy, and progress over time.

FIXED

- Talent or skills are fixed qualities
- Talent alone creates success
- I'm either good at doing something, or bad at it, and that's not going to change.
- Praises results now.

Mindset: Framework of assumptions, world-view, reasoning, and thought

- Mindset drives behavior, and behaviors drive results.
- Trying to change behaviors without changing mindsets results in a costly, short-term change.





The Victor vs. The Victim Mindset

VICTOR

- I control my own destiny, and I am responsible for it
- Everyone makes mistakes. The victor apologizes and learns
- Follows general principles
- Is willing to sacrifice minor things for important goals

VICTIM

- The circumstances are always out of control and overwhelming
- Lack of success is never my fault.
- Responsibility is scary, so I need outside affirmation of decisions
- Ignores general principles, looks for short-cuts and secret ingredients



Abundance vs. Scarcity Mindset

ABUNDANCE

- WIN-WIN: There will be more if we share
- Focuses on long-term, collective and societal success
- Shares and gives credit to others, appreciates others

SCARCITY

- WIN-LOSE: everything is a zero-sum game
- Extreme short-term focus
- Experiences sadness and jealousy at other people's success
- Entangled in somewhat irrelevant comparisons

Change Mindsets
Change the World