



This Month's Hot News

How to build a positive mindset.

The essence of Patrick and Anne-Marie's presentation was to rely on the power of beliefs to create new development opportunities. In fact, as Anne-Marie and Patrick Demoucelle mentioned, «*belief is the psychological state in which an individual holds a proposition or premise to be true: the belief comes from inside, is hard to change as it is deeply rooted, and governs one's behavior and opinions. Beliefs can be empowering or limiting*».

Limiting beliefs are thoughts that you can't get out of your mind and that paralyze you to undertake concrete actions in your life. On the contrary, **empowering beliefs** push you through your limits and give you the feeling of being capable of everything!

Here are few examples:

Limiting Beliefs	Empowering Beliefs
"This is impossible, I can never do this"	"I will find the key"
"I am giving up"	"The most certain way to succeed is to try just one more time"
"I never know what to say in social gatherings"	"When I talk about my passion, I always know what to say"
"I do not receive as much as I give"	"The happiest people are not those getting more, but those giving more"
"Most days offer me nothing to marvel about"	"Ask yourself every evening: 'What am I grateful for today?'"

The impact of belief

Your belief can be very impactful in the way you interact with people, but also in the way you act in general. It is a **continuous loop** where your belief will lead to a specific action, and this action will create a specific result which will reinforce your current belief. To get out of this continuous loop, it is important to ask yourself good questions such as: "What empowering actions come from having this belief?", "How did my beliefs influence my actions?", "What were the consequences and results of my negative beliefs?", etc.

Here is a very interesting example given by Patrick and Anne-Marie Demoucelle: "Stand up and shake hands around you, though convincing yourself, each time, that the person you are about to shake hands with does not welcome you, does not like you, and will not take pleasure shaking your hand. Notice how it feels... Now do the same exercise, convincing yourself each time that the person you are about to shake hands with will be so pleased to see you! You anticipate a warm welcome and a friendly handshake. Notice how it feels...notice the difference..."

Understand the origins of your beliefs

A belief does not appear in the blink of an eye. It is established and nourished by 3 main elements: members of your entourage, your experience and your logic. To work on changing a specific belief, you need to understand the roots by asking yourself these questions: "How did my entourage contribute to this belief? Who had this belief? What did

they want me to understand? What experiences have led me to adopt this belief? When did this belief help me? When did it save me? What is the logic behind this belief? What is my reasoning? What is the link with my identity?"

Here is an exercise you can try to better understand the root of your beliefs:

EXPLORE MY CURRENT ACTIONS & BELIEFS

	What is the root	▶	others	experience	logic
• What do I do to succeed in life?	-----		○	○	○
• What is necessary to succeed in life?	-----		○	○	○
• What do I do to be appreciated by others?	-----		○	○	○
• What is necessary to be appreciated by others?	-----		○	○	○
• What do I do to convince others?	-----		○	○	○
• What is necessary to convince the others?	-----		○	○	○
• How do others convince me?	-----		○	○	○
• What is necessary to convince me?	-----		○	○	○

Develop your growth-mindset

This stage of reflection about your beliefs will make you prioritize efforts over results. The idea is to evolve from a fixed mindset to a growth mindset in order to be free of this meritocracy perspective where the most important outcomes are results instead of efforts. The fixed mindset reflects "someone who thinks that capabilities broadly defined and of any intellectual or physical nature, are largely fixed and that one cannot really influence them. It is the type of person who needs to prove he belongs to the 'gifted' category". Having a growth mindset is completely the opposite of the fixed mindset vision. It is a person "who thinks that 'capabilities' can be developed and grown, even for adults. It is a person who focuses on efforts and learns from failures".



Students doing an exercise during the Positive Mindset's conference

Anchor & fortify empowering beliefs

After completing this beliefs' reflection, highlighting the beliefs you want to change, the most difficult part is to anchor these empowering beliefs and to keep them in your daily life. The first step of this process is to go back to the beginning and to think about the three mains elements that influence your beliefs: the others, your experience and your logic. When you have identified an empowering belief you wish to adopt, go back to the 3 main decisive factors and ask yourself these questions:

"Who has that belief in my entourage? What do I notice in these people? What do they say themselves about it? What are situations where the desired belief proved 'true'? What 'quick test' could you do to further test and validate this desired belief? What could be the logic behind this belief? What reasoning could I adopt to tell myself the belief is true? What link do I see between this belief and my identity?"

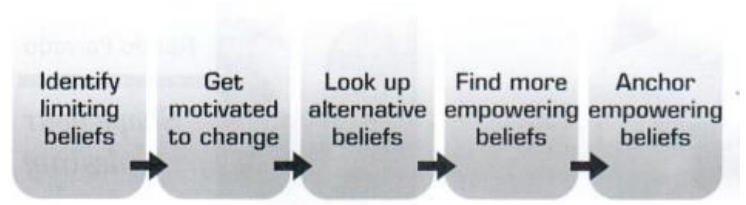
Once the belief is yours, try to fortify it by always reflecting about it and by practicing the belief at every occasion.

Deconstruct your limiting beliefs

During their conference at the Solvay Brussels School, Patrick and Anne-Marie Demoucelle shared with our students a method to deconstruct their limiting beliefs:



Patrick Demoucelle – Conference about "Positive Mindset" – March, 22



- Step 1: identify one of your limiting beliefs
- Step 2: What could motivate you to deconstruct it, change it?
- Step 3: What are the forces associated to this limiting belief?
- Step 4: Think about more empowering beliefs to deconstruct it
- Step 5: Anchor these empowering beliefs deeply inside you

Finally, the only way to achieve your goal of deconstructing your limiting beliefs is to be ready to make considerable changes in your life... and the only person capable of doing it is you!





Anne-Marie Demoucelle

Advisor, trainer, and coach to executives and executive teams. She has extensive personal experience at executive and board levels.

Member of Women on board since 2011.

Member of the Board & Audit Committee P&V Insurance, since 2015

Founding Partner & President of Demoucelle Parkinson Charity, since 2010

Active in personal development for 25 years



Patrick Demoucelle

Professional facilitator, motivational speaker, and executive coach. He has worked 25 years in top management consulting.

Bain & Company, Partner & Vice-President, 1998-2010

President INSEAD Alumni Belgium, 2008-2011

Founding Partner & Vice-President of Demoucelle Parkinson Charity, since 2010

Useful Links

Interested in the "Positive Mindset"? [Buy Patrick and Anne-Marie's book!](#)

Website: <http://www.demoucelle.com/>

Watch their [reportage](#) about "Run for Parkinson"