# AUTHENTIC CONFIDENCE

The SECRET to LOVING Your WORK and LEADING an UNSTOPPABLE CAREER

Ben Fauske



## **CONFIDENCE IN ACTION**

- 1. What happens to your confidence under stress?
- 2. What is your confidence bias?
- 3. How to resolve confidence challenges.
- 4. How to coach confidence.

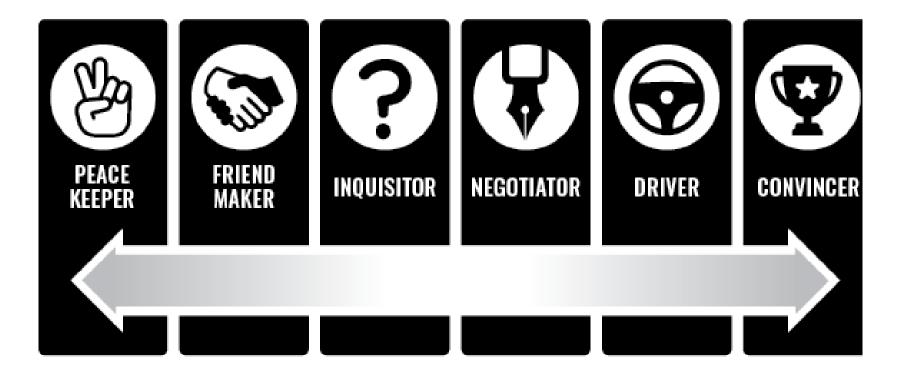


## **AUTHENTIC CONFIDENCE OVERVIEW:**

- The number one currency in every organization is **customer confidence.**
- The top driver for customer confidence is **engaged talent.**
- Talent is engaged or disengaged primarily through their **direct supervisor.**
- **Supervisors** who communicate with Authentic Confidence build **unstoppable careers and teams.**
- Authentic Confidence is defined as: Pride in Work + Humility in Relationships.
- Coaching Authentic Confidence is the highest form of influence.



#### **CONFIDENCE PROFILES**







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#### THE ENGAGEMENT CYCLE:





## **UCLA RESEARCH**

- OXTR: confidence neurotransmitter
- Oxytocin receptor gene
- "A" Adenine
- "G" Guanine
- Two "G" nucleotides: Higher levels of optimism, self-esteem and mastery
- Two "A" nucleotides: Increased sensitivity to stress and depressive thinking
- Shelley E. Taylor "Gene-Culture Interaction Oxytocin Receptor Polymorphism (OXTR) and Emotion Regulation," Social Psychological and Personality Science 2, no. 6 (2011): 665-72



## **Authentic Confidence**

## Pride in Work + Humility in Relationships



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## **COMPLIMENTS**

• Compliments: a polite expression of praise or admiration.



## CRITICISM

• Critic: a person who judges the merits of literary, culinary, artistic, or musical works, especially one who does so professionally.

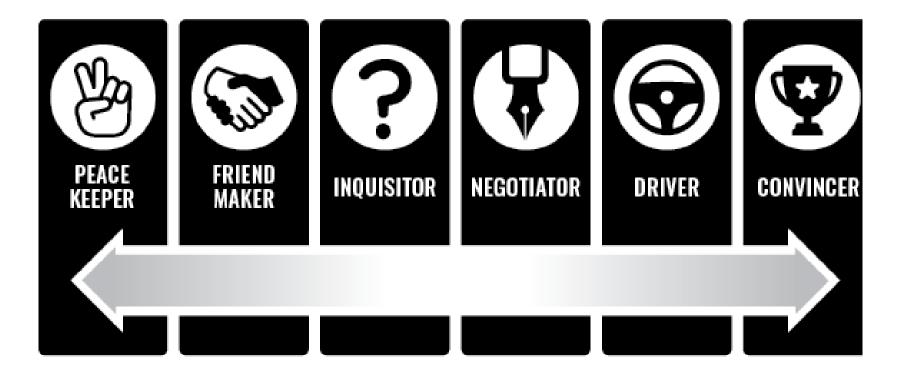


## THE LEADERSHIP DEVELOPMENT PROCESS

- 1. Core Beliefs
- 2. Confidence Profile Assessment
- 3. Compliments and Criticism
- 4. Coaching and Career Confidence Guide



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### **AUTHENTIC CONFIDENCE RESOURCES**

- Confidence Profile Assessment
- www.benfauske.com

