

SALES MINDSET

SALES TRAINING & COACHING

Course Name: High Performance Mindset for EMPLOYEES

- Understanding the psychology behind how the sub-conscious mind determines our **choices & actions** that affect the outcomes in our **performance** as a manager or an executive.
- A deep dive into the **principles of high performance** and how an understanding of neuroscience can help us better manage our performance.
- Understanding homeostasis and overcoming **resistance to change**.
- How to build high performance **disciplines** and **habits** at the sub-conscious level to ensure sustainable performance over the long term.
- Learning to embrace discomfort and overcoming the emotional resistance.
- Building **individual accountability** around task execution.
- Strategic thinking and future scenario planning.
- Managing change during times of crisis.
- The science of developing **successful thinking** and how it relates to work.
- Understanding the **limitless nature** of your abilities and how to make it a reality
- The power of managing your **perceptions** and its ability to influence situations positively.
- Identifying the **causes of poor performance** and what to do about it.
- Managing **self-expectation** and setting new benchmarks for performance.
- How to develop the key drivers to success - **confidence, self-belief, self-esteem**.
- The importance of setting **clearly defined goals** and defining your MAP.
- Getting our sub conscious to buy-in to high performance goals.
- Learning to build **efficiency, effectiveness** and **quality** into our work.
- How do we remove the **mental** and **emotional** obstacles that prevent us from taking action - fear, failure & rejection?
- Focusing action on the activities that generate massive results.
- Big thinking and breaking down **self-inflicted barriers** to success.
- **Setting new mental standards** and **performance expectations** – a lesson from the Navy Seals.
- **Building a high-performance** team based on principles **of success**.

A closer Look at the 8 mental habits needed for success in business:

- Self-Discipline
- Optimism
- Caring
- Competitiveness
- Resourcefulness
- Initiative
- Persistence
- Accountability