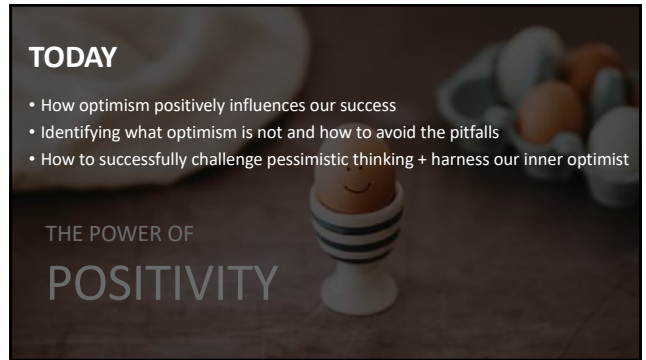




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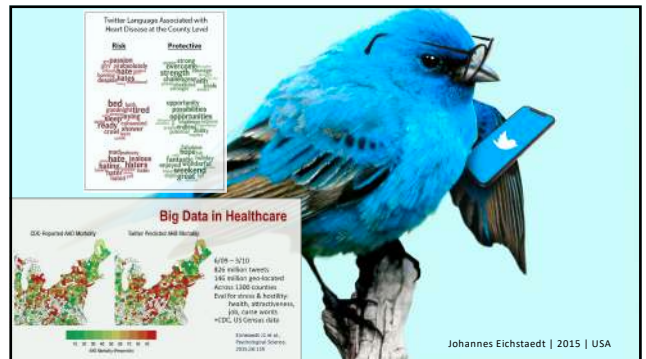


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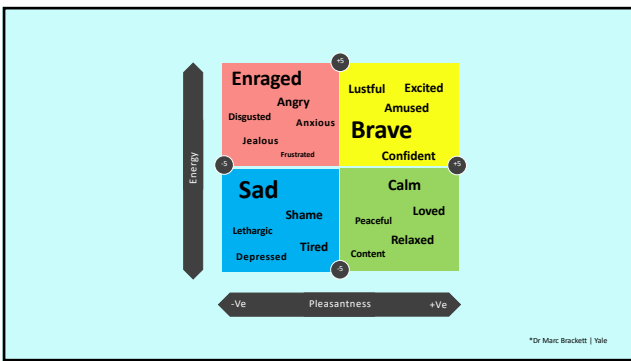
- How optimism positively influences our success
- Identifying what optimism is not and how to avoid the pitfalls
- How to successfully challenge pessimistic thinking + harness our inner optimist



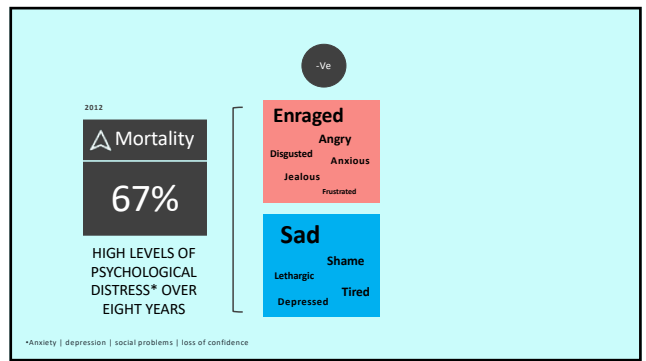
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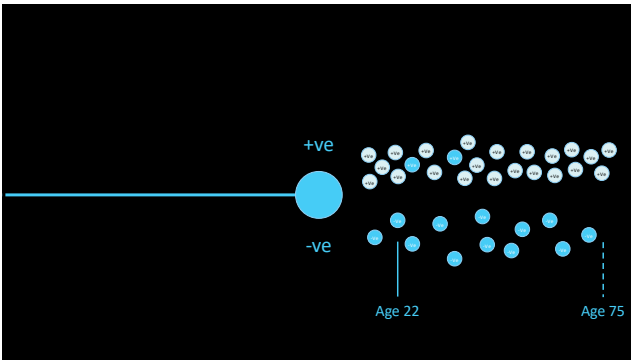
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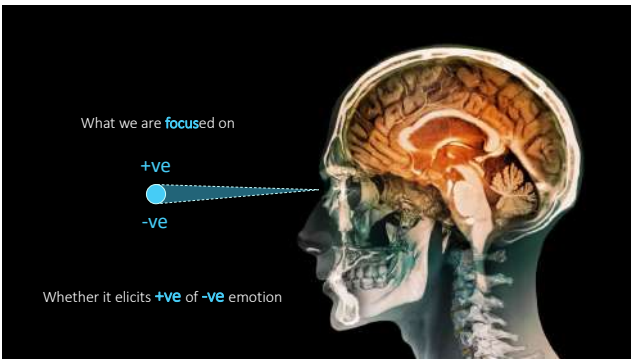
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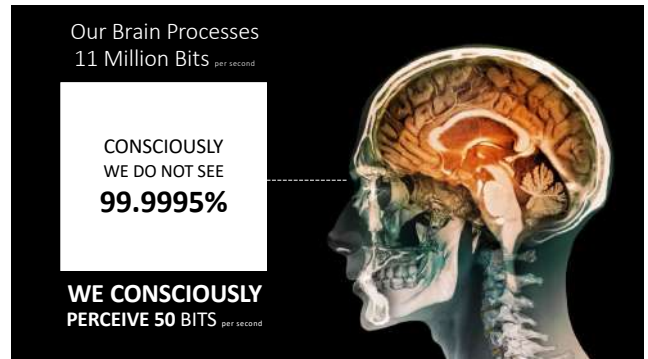
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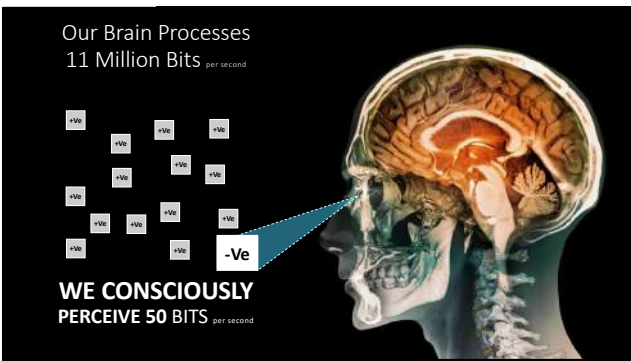
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**Cognitive Distortions**

- Catastrophizing
- Mind reading
- All or nothing thinking
- Jumping to conclusions
- Overgeneralization
- Mental filter
- Personalisation
- Labelling
- +

WHAT MAKES SOMETHING ELICIT WITHIN US  
EITHER A POSITIVE OR NEGATIVE EMOTION?

THE STORY WE TELL  
OURSELVES ABOUT IT

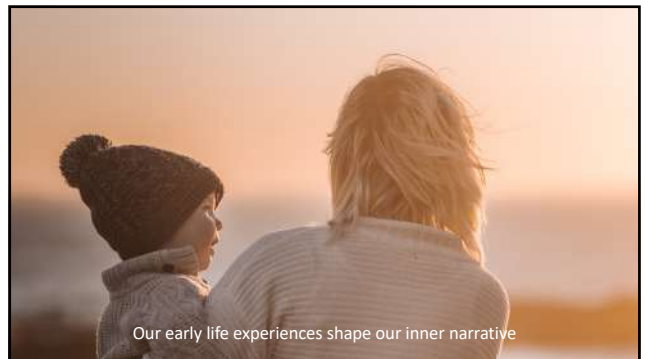
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WHAT ELSE INFLUENCES OUR THINKING STYLE?

23



24

It's my fault!

It's likely to undermine anything that I try!

The situation will never change

personal permanent pervasive

25

-ve

PESSIMISM + RUMINATION

SELF-BLAME + RUMINATION

UNIVERSITY OF LIVERPOOL

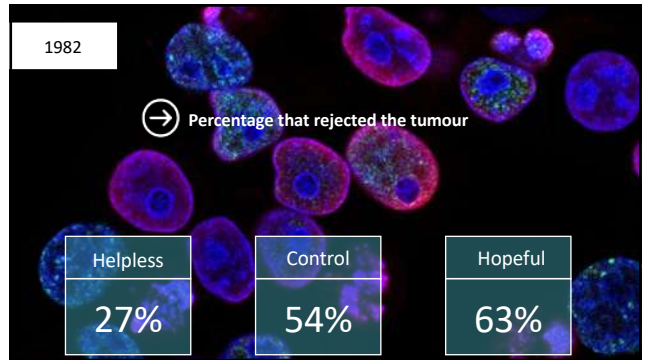
32,827 people from 172 countries

INCREASED RISK OF DEPRESSION

27



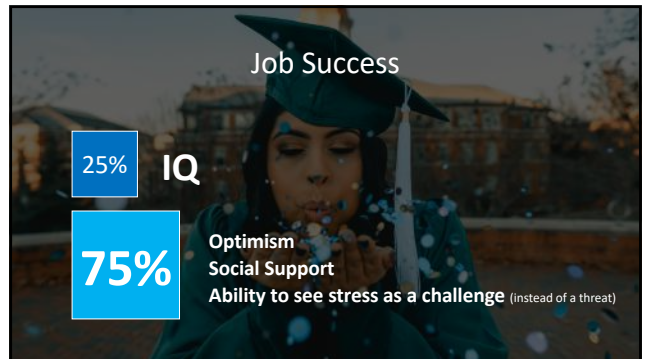
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**MetLife**

- 5,000 Sales People
- \$30,000 to train each one
- 50% Employee turnover within 12 months
- 80% Employee turnover within 4 years

**FACT: 9 IN 10 SALES CALLS = REJECTION**

Those who scored in the top half for optimism outsold those in the bottom half by 37%

Dr Seligman reduced MetLife's recruitment and training costs by 60% within 2 years

METLife | 1980

33



34

### The Pitfalls of unbound optimism

- Failing to assess risk properly
- Failing to adopt effective behaviours
- Failing to apply the requisite effort
- Failing to take responsibility

35

### TOXIC POSITIVITY

- Believing that we should only ever experience 've emotions
- Pretending to be ok when we are not
- Sugar coating our own or other people's pain

36

### ADJUSTING THE LENS THROUGH WHICH YOU EXPERIENCE THE WORLD

37

1

### How to challenge pessimistic thinking + harness your inner optimist

38

If a pessimist makes a mistake on a piece of work, they might think:

I am such an idiot. I always get things wrong. I never do anything right.

P personal   
 P permanent   
 P pervasive

39

If a pessimist receives praise from a colleague, they might think:

It was a team effort. It was lucky we got it done on time. I probably won't get such a good team next time.

P ~~personal~~ Impersonal   
 P ~~permanent~~ Temporary   
 P ~~pervasive~~ Specific

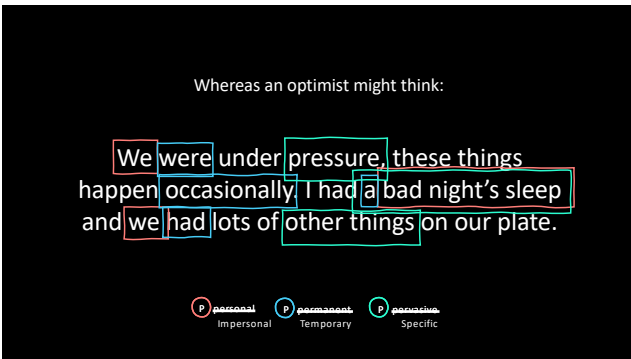
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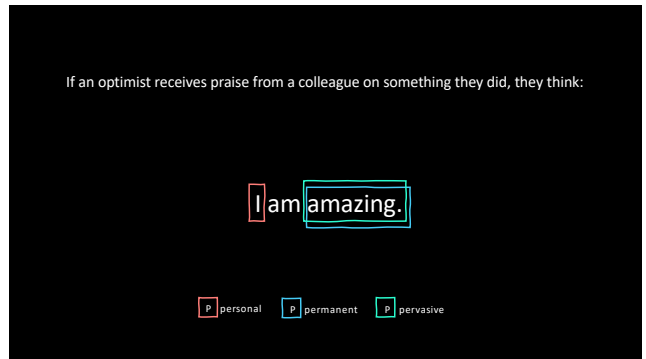
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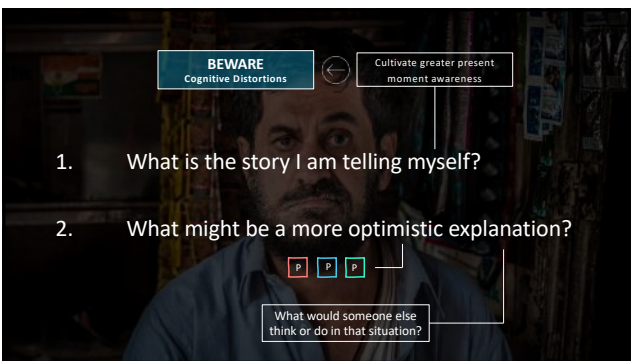
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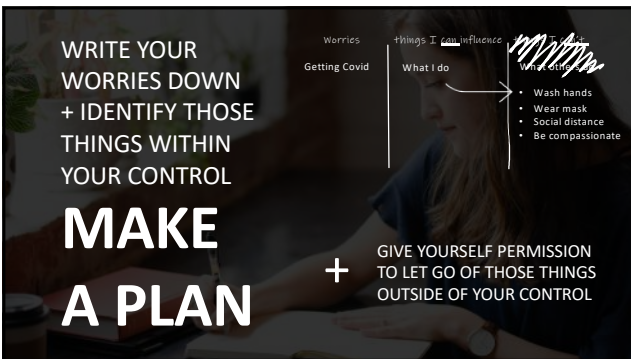
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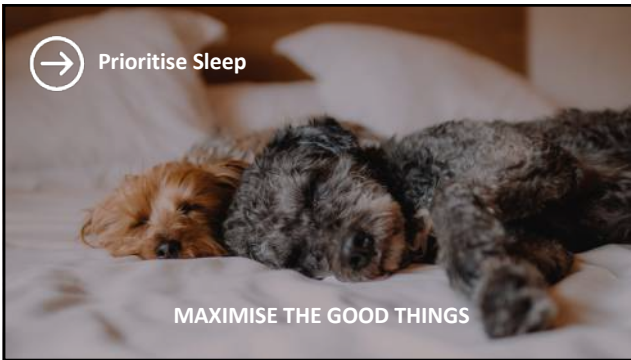
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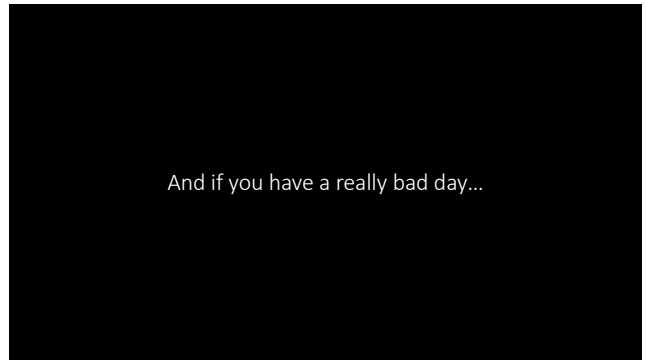
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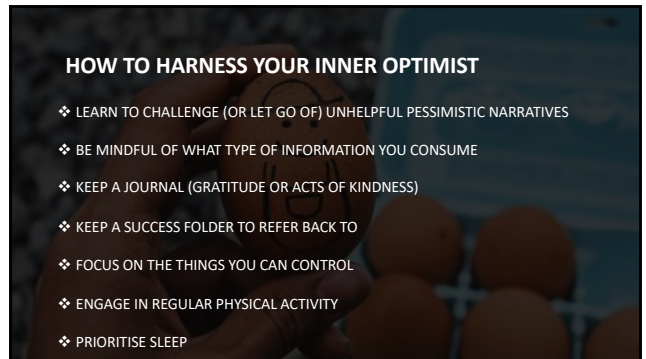
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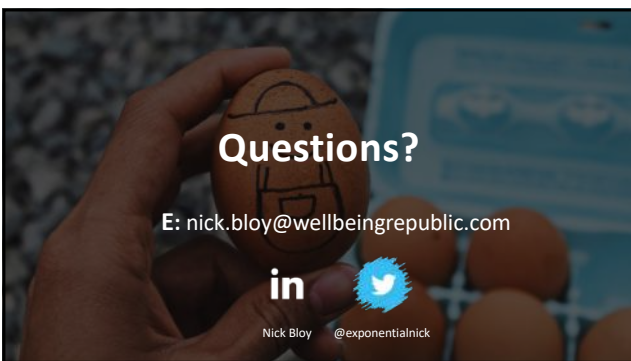
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Questions?

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