# Mastering Mindset

Karen Wilson

April 18, 2024

Scottsdale, AZ



## Mindset Defined

/'mīn(d) set/ noun

a habitual or characteristic mental attitude that determines how you will interpret and respond to situations

Our mindset is the determinant of how we interact with others, our ability to solve problems, and even our physical reactions.



### Creative vs. Reactive Mindset

#### Creative (or "Growth")

- Filled with curiosity
- Open to creative problem solving
- Relaxed physical state
- Engaged pre-frontal cortex
- Believe outcomes can be influenced / changed

#### Reactive (or "Fixed")

- Defensive posture
- Can only make specific, narrow decisions
- Potentially tensed physical state
- Cortisol floods the brain
- Believe outcomes are fixed

If you stay "triggered" too long, your reactive mindset becomes persistent

- I'm either good at this or I'm not
- When I feel frustrated, I give up
- When I fail, it means I'm not as good
- Feedback feels personal and threatening
- I can't make big decisions or solve big problems
- There are negative physical effects from constant stress

#### versus...

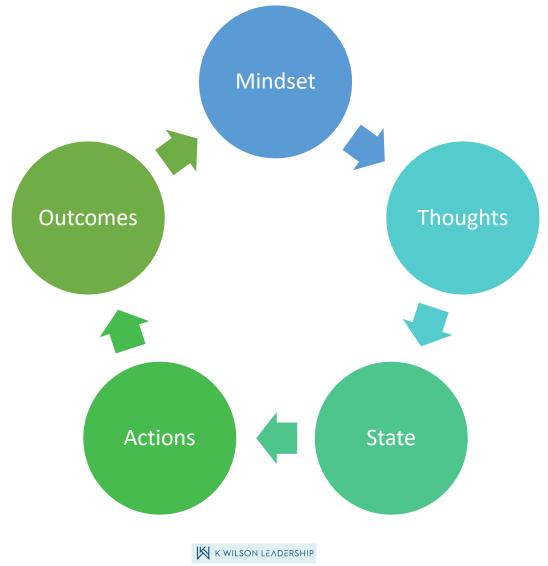
- I can learn new things
- When I'm frustrated, I persevere
- Challenges and failure are opportunities to grow
- My effort and attitude matter in outcomes
- Feedback is constructive
- We can solve problems creatively



The good news is...

we can learn to recognize when our mindset is not working in our favor and how to change it so it does.

Mindset "Cycle"



# SCARF model

S C A R

status certainty autonomy relatedness fairness

Our brains were wired this way to respond to physical dangers. Today's threats are more likely to be social.

# Now what?

- Breathing / grounding
- Name it to tame it
- What if it all works out?
- Ask for help
- Help others

•