



THE CONFIDENCE STRUT

How to present yourself and get the job.

- Please **put all phones/tablets away**.
Like not on your body. No access to internet.
 - **Do not** use the entire time we are in this talk today or you will be asked to leave.
 - **DO** take out paper and writing utensil. :)
-

209 • **INTRO:**

What is confidence?

208 • **VIDEO:**

How to build confidence as a designer.

209 • **WORKSHOP:**

How to build your self-confidence!

• **NEXT WEEK:**

What exactly to do in an interview...

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What does **confidence** mean to you?

How would **you** describe a confident person? A confident designer?

- **CONFIDENCE** in your walk

comes from

- **CONFIDENCE** in yourself

comes from

- positive **SELF-ESTEEM**

(and a little bit of faking it until it's real)

- Look up.
- Eye contact.
- Posture.
- Torso or Hips.
- Arms.

FIRST

FIRST

- Look up.
- Eye contact.
- Posture.
- Torso or Hips.
- Arms.

- Your mantra.
- Your song.

FIRST

- Look up.
 - Eye contact.
 - Posture.
 - Torso or Hips.
 - Arms.
- **Magic 4 Hello.**
 1. Smile. Head Up.
 2. **DIRECT EYE CONTACT!**
 3. "Hi, I'm (first and last name). It's a pleasure to meet you."
 4. Firm (but gentle) handshake

FIRST

- Look up.
 - Eye contact.
 - Posture.
 - Torso or Hips.
 - Arms.
- **Magic 4 Goodbye.**
 1. Smile. Head Up.
 2. **DIRECT EYE CONTACT!**
 3. "It sounds like a great opportunity... I look forward to hearing from you!"
 4. Firm (but gentle) handshake

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"The myth that good design sells itself is just that - a myth. Good solutions aren't always obvious at first glance. Good ideas - even the best ideas - need to be sold.

A DESIGNER WHO CAN DO PRETTY GOOD WORK AND PERSUADE THE CLIENT IT'S RIGHT IS WORTH MORE THAN A DESIGNER WHO DOES AMAZING

WORK BUT CAN'T SELL IT TO A CLIENT.

- Mike Monteiro

<https://portland.aga.org/presenting-work-with-confidence-tips-from-mike-monteiro-workshop-at-oulet.pdf>

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TOPIC:

CONFIDENCE

25 (very good) minutes. Settle in. :)

- Finding something you are good at (anchor your identity around).
- Find a mentor. Emulate her/him.
- Admit you don't know everything.
- LISTEN.
- Do not put yourself down.
 - Also, don't overcompensate for lack of confidence because you'll sound arrogant.
- Always be learning.
- PLUS ONE MORE:
Join a community of fellow designers.

- Finding something you are good at (anchor your identity around).
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Get out a pencil/pen and paper.

WORKSHOP

1. **CONFRONT YOUR FEARS**
 2. **OWN YOUR STRENGTHS.**
 3. **SET ATTAINABLE GOALS**
 4. **HELP SOMEONE**
 5. **SEPARATE YOUR WEAKNESSES**
 6. **STOP COMPARING**
 7. **LOOK CONFIDENT**
 8. **BREATHE!**
-

CONFRONT YOUR FEARS

Not getting a job?
That's you talking yourself in to failure.

Talk yourself into success.
EVERY. DAMN. DAY.

Paraphrased from "7 Psychology Tricks to Build Unstoppable Confidence" - <https://www.youtube.com/watch?v=RW6X958wCA>

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CONFRONT YOUR FEARS

Get into **groups of 3** and discuss:

- What **action** are you the most scared of taking when it comes to your career?

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Get into **groups of 3** and discuss:

- What **action** are you the most scared of taking when it comes to your career?
- What can **you** do to help yourself be more comfortable with this?

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OWN YOUR STRENGTHS

On your own,
write down your **personal** strengths.

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OWN YOUR STRENGTHS

1. Get in groups of **5** people.
2. Stand in a circle, 1 person in the middle.
3. On a timer, everyone (one at a time) must say at least 1 thing he/she admires about the person in the middle of the circle.

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3. On a timer, everyone (one at a time) must say at least 1 thing he/she/they **admires** about the person in the middle of the circle.

Try to be more specific than just
"you're nice to everyone".

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OWN YOUR STRENGTHS

On your own,
think about that experience and how it may
inform your own thoughts about yourself.

Take notes and reflect.

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SET ATTAINABLE GOALS

Many people don't think to develop
themselves emotionally using lists, deadlines,
and resolutions.

But by creating daily or weekly boxes for you
to check, you can **consistently compare**
where you are with where you were.

Evidence. Progress. Reality vs. Anxiety.
You do your best and that can be **enough.**

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SET ATTAINABLE GOALS

For those of you with anxiety and
fear-of-failure issues*.....

Be kind to yourself. Think long-term about

*like me.

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SET ATTAINABLE GOALS

For those of you with anxiety and
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Be kind to yourself. Think long-term about
how small accomplishments are a big deal.

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SET ATTAINABLE GOALS

1. On your own,
figure out **one goal** you have for yourself.*
2. Consider a **STEP-BY-STEP** plan to attain this.
- 3.

* that you don't mind sharing if asked. ©

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SET ATTAINABLE GOALS

1. On your own, figure out **one goal** you have for yourself.*
2. Consider a **STEP-BY-STEP** plan to attain this.
3. Now break it into smaller, achievable steps.

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HELP SOMEONE

1. Get into **new** groups of **3** people.
2. As a group, **respectfully discuss (and listen)**:
 - What are the communities (not geographic) that you belong?
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 - Where do they overlap?
Is there one you can all agree you could help? If not, each stick to your own.

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HELP SOMEONE

3. Next, **respectfully discuss (and listen)**:
 - What does "help" mean in a way that is going to make a difference?
 - How can you – as a group and as an individual – help people in that community?

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HELP SOMEONE

1. Now **on your own**, consider one small thing you can do today to be helpful to one person.
2. Discuss with the group
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3. **Do it later and reflect how good that feels. :)**

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SEPARATE YOUR WEAKNESSES

- Accept that there are some things you define as a weakness that you will never be able to change.
 - Don't waste time on these things.
 - Let them go.
- Everyone hates something about themselves.
- And often, it's something of which someone else is jealous!

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SEPARATE YOUR WEAKNESSES

Your strengths define you **FAR MORE** than your weaknesses do.

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SEPARATE YOUR WEAKNESSES

- You can be your own worst enemy.
- **Instead, be your #1 fan. EVERY. DAMN. DAY.**

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SEPARATE YOUR WEAKNESSES

- Also **be extremely careful of taking others' opinions of you too seriously.**
- Usually people cut you down to make themselves feel better because they are lacking in confidence.
- Don't react...other than a "thank you for sharing your views"...and that can usually shut them up. :)

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SEPARATE YOUR WEAKNESSES

And finally...

Is that "weakness"
really a strength?

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STOP COMPARING

- Get in **new** groups of **3** people and discuss:

1. Who do you wish you were?

Share and share why you feel this way.

2.

as it seems

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If the person is not well-known, you may need to explain this in more general terms.

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If the person is not well-known, you may need to explain this in more general terms.

2. Each person in the group find a problem with this scenario **how it's not as good as it seems.**

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STOP COMPARING

Consider who a dream mentor would be for you as if reality didn't matter.

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LOOK CONFIDENT

- **Modifying your appearance and body language** not only affects how people behave toward you, but also changes how **you** conceive yourself.

- Be yourself, your brand, your style, BUT...
 - Straighten your back.
 - Dress well (ironed, clean, fits well).
 - Maintain an open stance.

DISCUSSED MORE IN INTERVIEW WORKSHOPS NEXT WEEK! :)

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LOOK CONFIDENT

- **Get up and start practicing your walk!**

with soundtrack!

- Look up.
- Eye contact.
- Posture.
- Torso or Hips.
- Arms.

- Your mantra.
- Your song.

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Other suggestions to de-stress :

- Drink more water.
- Get more sleep.
- Take more walks. Little short walks are fine. Just get OUT OF THE HOUSE. Get your heart rate up at least a little bit.
- Smile. Really. Just smile. Even if it's just you in a room.
- Make lists. Put the stressful cloud on a piece of paper and then figure out your time.

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• LATER IN SEMESTER:

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