

Building confidence to boost your entrepreneurial project!



Training objectives

Objective 1: To identify what is self-confidence:

- Identify what represents self-confidence
- Define the concept of and levels of self-confidence



- **Objective 2: Identify your skills, talents, networks... but also what is hindering you**

- Make the link between self-confidence and your project
- Identify your obstacles and define the impact of these on the project
- Build your portfolio of personal and professional skills
- Develop a toolbox and identify resource persons/networks to build your self-confidence.

- **Objective 3: Gain confidence!**



Skills to be acquired

- Assess your self-confidence and get to know yourself better
- Identify your transferable and transversal skills for your project
- Create a "Self-confidence" toolbox / resource kit to further your project



Presenting yourself and your project

Speech ball!

Instructions:

Introduce yourself in 2 minutes and then throw the ball to another participant who will, in turn, introduce herself before throwing the ball again to another participant.

- First name
- Entrepreneurship status
(eg: my project is to... OR I have a company of...)
- Why I chose to be here today....



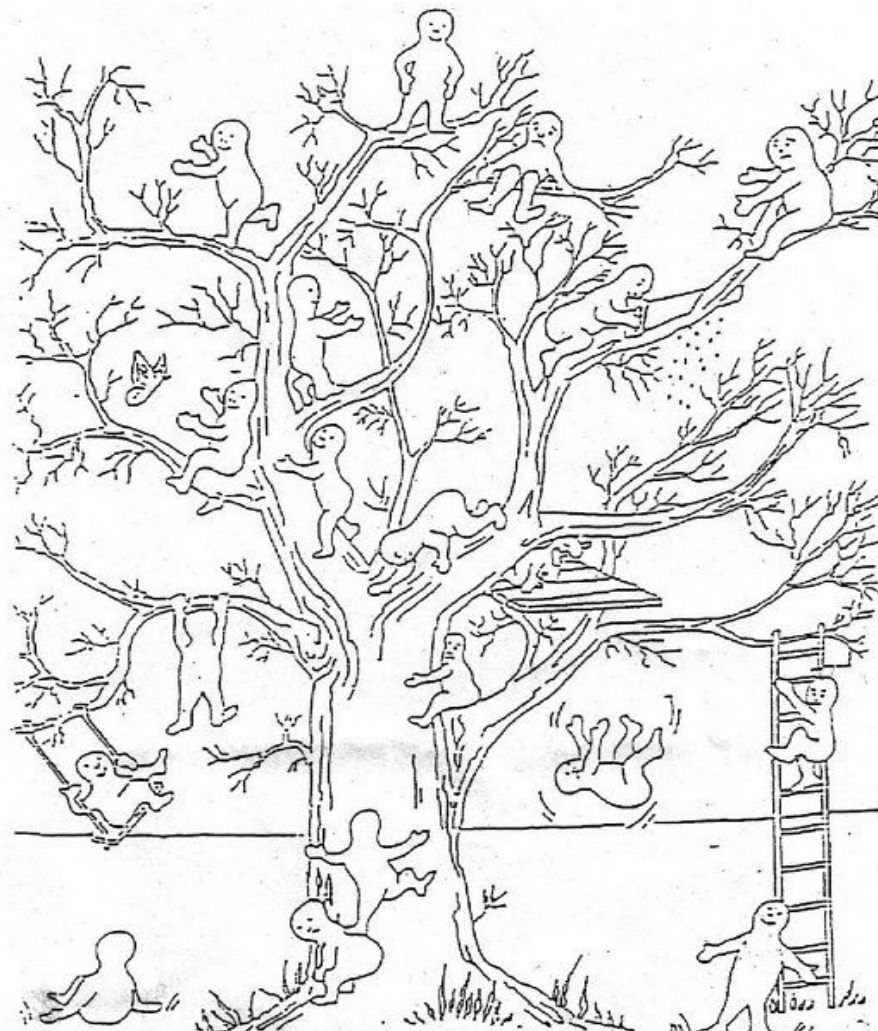
It's up to you!

The Ostend tree

Instructions:

Situate yourself on this tree by coloring the character that corresponds to your situation, at the **beginning** of today, in terms of **self-confidence**.

L'arbre d'Ostende
Coloriez le personnage vous représentant



Definition of self-confidence:

Brainstorming and using a mental map

In subgroups (3 or 4 people)

Instructions:

Within each group, propose one or more definitions of self-confidence by organising your ideas into a mental map.





BREAK
10 Minutes

Definition of self-confidence

- Self-confidence is the ability to demonstrate your ability to perform a task or solve a problem. It also means facing increasingly demanding situations by making informed decisions and expressing opinions effectively.
- A large part of self-confidence is the ability to see yourself as you are. This implies the recognition of the right and real level of who we are and what we bring.
- For example: In the context of business creation, the more we are aware of our level of knowledge and skills, the more self-confidence we need to go further.
- Self-confidence begins with self-knowledge. This involves introspection and an objective look at oneself as much as possible. In our environment, some people can promote and increase our self-confidence, while others, by sending back their own fears, alter it.
- At other times, a situation, the size of a task (starting a business) or a deadline (end of ARE rights) may seem unrealistic or insecure to us, and will make us lose our means.



Have self-confidence...

It is:	It's not:
<ul style="list-style-type: none">• Dare to believe in yourself and your project• Act on the basis of expertise and understanding of the situation	<ul style="list-style-type: none">• Systematically question everything in the face of a difficulty or obstacle• Check everything with a third party before acting
<ul style="list-style-type: none">• Defend your ideas despite criticism or opposition from others, while being sensitive to their point of view	<ul style="list-style-type: none">• Back away or remain silent when someone criticizes their ideas
<ul style="list-style-type: none">• Understand when it is important to intervene or not during a discussion	<ul style="list-style-type: none">• Hold your point of view independently of everything
<ul style="list-style-type: none">• Understand the importance of listening	<ul style="list-style-type: none">• Always have the last word

How do you see yourself?

Objective:

To become aware of your self-image in terms of self-confidence and to estimate the room for improvement





LUNCH
1 hour

Experience: The pencil game

Instructions:

In pairs, face to face, place a pencil that will link the index finger of one to the index finger of the opposite hand of the other woman in the pair.

Ditto for your other hand.

Thus configured, the pairs will **move around the room**



Video: Comfort zone, dare to get out of it?

<https://www.youtube.com/watch?v=wZqegnlq-Ao>



Limiting beliefs vs. self-confidence, A question of posture...

Role-playing by the facilitator and a volunteer participant for:

- question your limiting beliefs and their impact on the project,
- experience the impact of posture on self-confidence.



Development of the skills portfolio

Individual:

Organisation of skills by situation: Your history, your career path, your achievements...

Portfolio of skills:

Relational, technical, organisational, administrative, commercial

Fields of experience:

Professional, associative, personal...

Summary of your career path: identity card of your skills = exploitation of your assets



Transferable in your experience as an entrepreneur



BREAK
10 Minutes

Remember how unique you are.....

Objective:

Nurture a positive self-image to increase self-confidence

Individual:

Complete the 'You are unique' document



Limiting Beliefs vs Self-confidence: Take Action

Working in sub-groups –

Read together the 2 example cards to understand the idea,
Each indicate on a blank card a limiting belief that hinders your self-confidence Discuss each woman's limiting belief to identify counter-arguments to this

Note one on the back of your card the ideas you have developed + a realistic and feasible action that you commit to make this happen.

Return to the large group to share aloud the limiting beliefs and the actions that you have chosen to adopt.



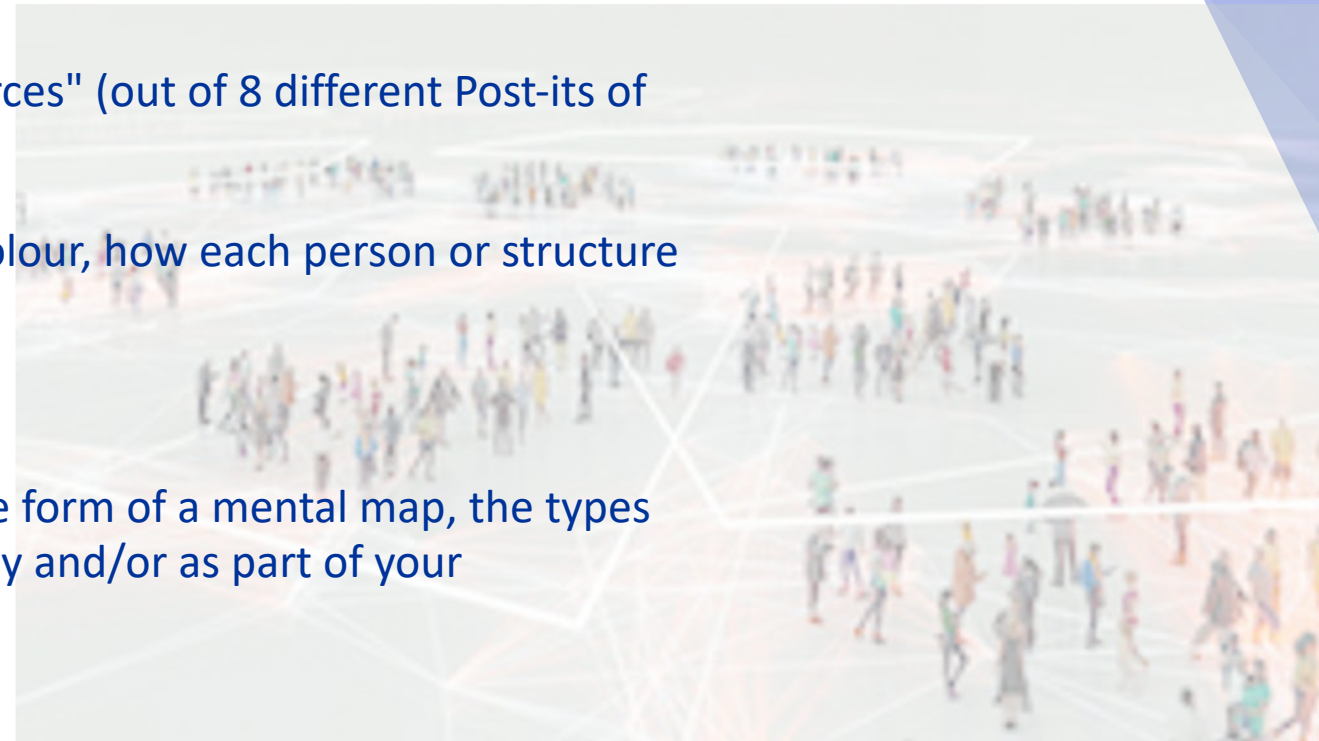
Who are the resource people around you? What are your networks?

1. Individual:

- Identify and list up to 8 people or structures "Resources" (out of 8 different Post-its of the same colour)
- Then specify opposite, out of 8 Post-its of another colour, how each person or structure "Resources" optimises your self-confidence

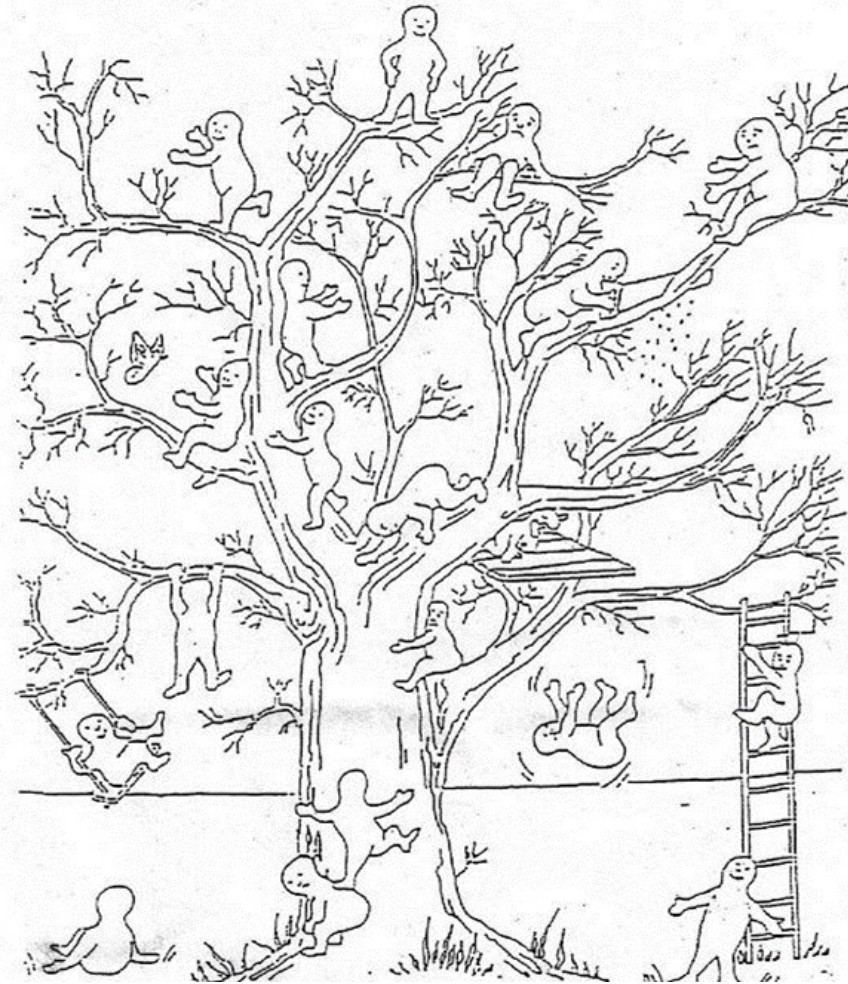
2. In groups:

- Share what emerges and organise methodically in the form of a mental map, the types of networks that can be useful to everyone, personally and/or as part of your entrepreneurial project.



Locate yourself again on the Ostend tree

After all the exercises
completed and the
journey you made today,
colour the character who
now illustrates your
situation, in terms of your
self-confidence now.



End of day Round the Table:

In front of the group, say three words that will make you stand out.

Evaluation sheets

Thank you for listening and participating!

