

The magic of thinking big assignment

Psychology



The magic of thinking big this wonderful book authored by dr. David schwartz reveals the secrets of success. The success for which we strive all our lives only to find that at times that harder we try to achieve our goal... the more difficult it gets. In this world where only the toughest survive and flourish, we need a weapon to rise out of ashes, to fulfill our deepest of desires, our wildest of the dreams...we need a weapon to fight against the odd circumstances...against our disabilities.... Against our weakness. We need a weapon to reach our destination...our goal in life.

Our LIFE is too short to learn everything by our mistakes. Somewhere deep in our hearts we all have a strong wish to become SUCCESSFUL...to achieve our GOALS in LIFE. To fulfill our dreams and live the LIFE the way we always wanted to LIVE.... HAPPILY. We need this book to learn the SECRETS OF SUCCESS.... To become successful the fastest possible way...to fulfill our deepest desires which till now we were either suppressing or unable to achieve due to negative forces which have been constantly working against us and pulling us down.

This book is a POWERFUL WEAPON which will help you realize your dreams and reach the pinnacle of our potential and achieve everything that you always wanted in LIFE. THE MAGIC OF THINKING BIG This book takes you through 13 lessons...THE LESSONS OF LIFE. Each lesson is complete in itself. Sincere implementation of even a single lesson will bring you positive results. Read each lesson again and again. Each time you will gain something new from the reading. So get ready to change yourself...because YOU and ONLY YOU can change your own self... Change yourself for your betterment.

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Change yourself you the FUTURE. Your FUTURE will be BRIGHT, SUCCESSFUL and the way you ALWAYS wanted it to be. This book will plant the seed of SUCCESS and will bring you NEVER ENDING HAPPINESS. Read this book as your HOLY book and march towards SUCCESS. So get ready to digest and assimilate the SUCCESS principles: 1. Believe You Can Succeed and You Will 2. Cure Yourself of Excusitis, the Failure Disease 3. Build Confidence and Destroy Fear 4. How to Think Big 5. How to Think and Dream Creatively 6. You Are What You Think You Are 7. Manage Your Environment: Go First Class . Make Your Attitude Your Allies 9. Think Right Toward People 10. Get the Action Habit 11. How to Turn Defeat Into Victory 12. Use Goals to Help You Grow 13. How to Think Like a Leader Believe You Can Succeed and You Will What is SUCCESS? Success means different things to different people. SUCCESS means personal prosperity, prestige, recognition and status in society, leadership in business and social groups, fat pay cheques , comfort, luxury social and financial security. SUCCESS means WINNING Everybody wants BEST out of LIFE What is that which will make us SUCCESSFUL?

Do you have to be smarter? Do you have to work hard? Do you need to have better opportunities? Do you need to have better education? Do you need to have better health? Do you need to have good luck? If this would have been the case, then everybody who is smarter, hard worker, highly educated, healthy, lucky...would have been successful. And suppose if we do not have any of these qualities, would be UNSUCCESSFUL. Then the answer is big NO. To be SUCCESSFUL in what ever we want...we need to have one thing: BELIEF A STRONG INTENSE BELIEF THAT WE CAN SUCCEED “ Faith can move mountains” said the Bible.

Have FAITH...BELIEF, INTENSE BELIEF that you can succeed. But we cannot make anything happen just by thinking about it...That will become WISHING. Wishing something will not accomplish your goals. Wishful thinking is just a waste... It is just fantasizing. To be SUCCESSFUL we have to INTENSELY BELIEVE that we can SUCCEED. BELIEVING is like telling your-self that “ I’m WINNING”. It is the “ I CAN DO IT” attitude. When you believe I-can-do-it, the how-to-do-it develops automatically. Today, thousands of individuals WISH that they get pay rise, better social security, and better facilities. No body BELIEVES.

This is what stops you from achieving SUCCESS which is waiting to kiss your feet. HOW TO DEVELOP THE POWER OF BELIEF? 1. Think Success, don’t think failure: Think of success in everything you do. At work, at home substitute success thinking for failure thinking. Think of success in everything your do. In all situations, tell yourself that “ I’m winning” rather than telling “ I’ll probably lose” Whenever opportunity comes, tell yourself that, “ I can do it” and never say “ I can’t”. Let the master thought “ I will succeed” dominate your thinking. Thinking success conditions your mind to create plans that produce success . Remind yourself regularly that you are better than you think you are. Successful people are not superman. They just ordinary people like us. There is nothing mystical about success and it isn’t based on luck. Successful people are the ordinary folks like us who have developed belief in themselves and what they do. Continuously remind yourself that you are better than you think you are. Just think of the marks that you scored in your last exam or the last assignment that you cracked. Do you think you could

have done it much better? Or may be you back and see that you have performed much better than you expected.

NEVER UNDER-ESTIMATE YOUR INTELLIGENCE AND NEVER OVER-ESTIMATE OTHER PERSON'S INTELLIGENCE. 3. Believe Big: The size of your success is determined by the size of your thinking. Think little goals and you'll achieve only small things in life. Dare to think BIG and you will achieve the BIG success. Big ideas and plans are also as easy and simple to implement as small ideas and plans. Only thing you require is THINKING BIG and BELIEVING BIG. CURE YOURSELF OF EXCUSITIS, THE FAILURE DISEASE Excusitis - The most common and the most dreaded disease suffered by failing individuals. What is Excusitis?

To simply put it, Excusitis is the self created mental explanation that we give to ourselves and others as a reason of our failure. We find large number of unsuccessful people often saying (or rather explaining) that why they haven't, why they don't, why they can't, and why they aren't. We may find that all successful people may also have the reason for excuses but they have never let it affect them; instead they find out ways to overcome their limitations. The four most dangerous excusitis are excusitis are: 1. health excusitis 2. intelligence excusitis 3. age excusitis 4. luck excusitis

We must vaccinate ourselves against this dreading failure disease. 1. But my health isn't good: Health excusitis ranges all the way from the chronic " I don't feel good," to the more specific " I've such-and-such wrong with me. " " Bad" health, in a thousand different forms, is used as an excuse for failing to do what a person wants to do, failing to accept greater responsibilities,

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failing to make more money, failing to achieve success. Many people surrender in whole or part to health excusitis, but success-thinking people don't. Remember: "The right attitude and one arm will beat the wrong attitude and two arms every time. Vaccine against health excusitis:

(a) Refuse to talk about your health: Talking about bad health is like putting fertilizers to the weed. Besides, talking about bad health bores other people. It makes a person appear very self centered

(b) Refuse to worry about your health: Stop worrying about picking up some disease. The fear of getting some disease can itself be worse than the disease itself.

(c) Be genuinely grateful about your present health: There is an old saying which will perfectly explain the about point: "I had blues because I had no shoes, until I saw a man who had no legs"

(d) Remind yourself often, "It's better to wear out than to rust out"

CURE YOURSELF OF EXCUSITIS, THE FAILURE DISEASE 2. But you've got to have Brains to Succeed: Intelligence excusitis or "I lack brains" is common. Not many people may admit openly that they lack adequate intelligence. The most basic error we all have with respect to intelligence is:

I. We underestimate our own brain power, and II. We overestimate the other fellow's brain power. Because of this, many people fail to tackle challenging situations as they think that is not their cup of tea.

What really matters is not how much intelligence you have, but how you use what you have. Three ways to cure intelligence excusitis:

1) Never underestimate your own intelligence and never overestimate the intelligence of others.

2) Remind yourself several times a day, "My attitudes are more important than my intelligence."

3) Remember that the ability to think is of much greater value than ability to memorize facts. IF TALENT DOES NOT

WORK HARD, THAN HARDWORK WILL OVERCOME TALENT. 3. “ It’s of no use. I’m Too Young (or Too Old). “: This Age Excusitis disease always makes you feel that you are not a right age for doing ‘ that’.

You find so many people saying that, “ I can’t do what I want to do or I’m not capable of doing it because of my age”. Curing yourself of age excusitis often opens the doors to opportunities that you thought were locked tight. Hence it is very important to cure yourself of age excusitis. The Cure for Age Excusitis: 1)Look at your present age positively: Stop finding fault with your age. If there is a right time to do something, than THIS is it. You cannot have a better time than this. If you think that you are TOO YOUNG, then tell yourself that you’re so fortunate to be young and have big opportunity right now.

If you start right now, then within few years you’ll be self-reliant And if you think you’re TOO OLD, then tell yourself that you still have many years of productive life ahead which you can utilize for your peaceful and tension-free retirement life. 2)Compare how much productive life you have left: Don’t regret on the time that has past (which you may have wasted). Instead utilize whatever time that is left behind. 3)Invest future time in doing what you really want to do: As a child or as an adult, you surely would have a hobby or hidden wish to pursue something which you couldn’t do.

Utilize you future time in fulfilling that hobby and desire. 4)” But My Case is Different; I Attract Bad Luck”: Nothing happens without a cause. Everything is an outcome of an action i. e. there is a cause behind everything that is happening. Ask yourself, “ Did I fail in the exam because of BAD LUCK” The

CURE: 1. Accept the law of cause and effect. If you find someone has had a “GOOD LUCK”, just observe carefully. What looks like “GOOD LUCK” is actually an outcome of consistent efforts over the years which have born its fruit. Whenever the successful person receives a setback, he learns and profits from the experience. . Don’t be a wishful thinker. You don’t achieve anything just by thinking about it. You must have set your goals high and then ACT on a concrete path to achieve that goal. Concentrate on developing those qualities which will help you grab the opportunities as and when they come. BUILD CONFIDENCE AND DESTROY FEAR FEAR IS REAL. And we must realize is exists before we can conquer it. Most fear is psychological. Worry, tension, embarrassment, panic all stem from mismanaged negative imagination. FEAR IS SUCCESS ENEMY NO. 1 Fear stops people from capitalizing on opportunity; fear wears down physical itality, fear actually makes people sick, causes organic difficulties, shortens life, fear closes your mouth when you want to speak. Accept this first: All confidence is acquired and developed. No one is born with confidence. You can, yes, you can conquer any fear. So what is that which will cure our fears and build tremendous amount of confidence in us. The answer is simple: ACTION CURES FEAR. Do the things you fear and the fear will disappear. You will see that moment you once DO what you always feared, the fear will vanish then and there.

And the next time you will be able to DO the same thing again, but much more confidently. And each time you DO what you fear, your fear becomes weaker and weaker and your CONFIDENCE builds stronger and stronger. HOPE IS A START, BUT HOPE NEEDS ACTION TO WIN VICTORIES. Type of

1 Embarrassment because of personal appearance. Improve it. Go to barbershop or beauty salon. Shine shoes. Get clothes cleaned and pressed. In general, practice better grooming. It doesn't always take new clothes. 2 Fear of losing an important customer. Work doubly hard to give better service.

Correct anything that may have caused customers to lose confidence in you.

3 Fear of failing an examination. Convert your worry time into study time.

4 Fear of things totally beyond your control. Switch your attention to something totally different. Go out into your yard and pull up weeds. Play with your children. Go to a movie. 5 Fear of being physically hurt by something you can't control such as a tornado, or an airplane out of control. Turn your attention to helping to relieve the fear of others. Pray. 6 Fear of what other people may think and say. Make sure that what you plan to do is right.

Then do it. No one ever does anything worthwhile for which he is not criticized. 7 Fear of making an investment or purchasing a home. Analyze all the factors. Then be decisive. Make a decision and stick with it. Trust your own judgment. 8 Fear of people. Put them in proper perspective. Remember, the other person is just another human being pretty much like yourself.

BUILD CONFIDENCE AND DESTROY FEAR Use the following two steps to CURE FEAR & WIN CONFIDENCE: 1. Isolate your fear. Pin it down. Determine exactly what you are afraid of. 2. Then take action. There is some kind of action for any kind of fear.

And remember, hesitation only enlarges, magnifies the fear. Take action promptly. Be decisive. Ask your mind to supply you with any thoughts which will give you reassurance and the mind will deliver thoughts you deposited earlier that say you can succeed. Two specific things to do to build confidence through efficient management of your memory: 1. Deposit only positive thoughts in your memory: We all encounter plenty of unpleasant, embarrassing, and discouraging situations. If you take them to heart and keep it in your memory, they will deteriorate your efficiency and capabilities. Instead don't just give it another thought.

Remove that incident completely from your mind, and whenever it comes back (and it will come back...especially at night times) replace it with a pleasant thought. 2. Withdraw only positive thoughts from your memory: All the psychological problems will go away if you do one simple thing. STOP WITHDRAWING NEGATIVE THOUGHTS FROM PAST. DESTROY YOUR NEGATIVE THOUGHTS BEFORE THOSE THOUGHTS BECOME MENTAL MONSTER. Here is a golden rule, and imbibe it in your mind: TO THINK CONFIDENTLY, ACT CONFIDENTLY 5 CONFIDENCE BUILDING EXERCISES: 1. Be a front seater 2. Practice making eye contact 3. Walk 25% faster 4.

Practice speaking up 5. Smile big HOW TO THINK BIG BIG THINKING starts with creating positive, forward looking, and optimistic pictures in our minds and in the minds of others. To think big we must use words and phrases which produce big, positive mental images. Some examples: 1. " I'm sorry to report we've failed"; " Here's a new approach which I think will work. " 2. " We face a problem" ; " We face challenge" 3. " We incurred big expense. " ; " We made a big investment" Phrases Which Create Small, Negative Mind <https://assignbuster.com/the-magic-of-thinking-big-assignment/>

Images Phrases Which Create Big, Positive Mind Images 1 It's of no use, we're whipped We're not whipped yet.

Let's keep trying. Here's a new angle. 2 I was in that business once and failed. Never again. I went broke but it was my own fault. I'm going to try again. 3 I've tried but the product won't sell. People don't want it. So far I've not been able to sell this product. But I know it is good and I'm going to find the formula that will put it over. 4 The market is saturated. Imagine, 75% of the potential has already been sold. Better get out. Imagine, 25% of the market is still not sold. Count me in. This looks big. 5 Their orders have been small. Cut them off. Their orders have been small.

Let's map out a plan for selling them more of their needs. 6 Five years is too long a time to spend before I'll get into the top ranks in your company. Count me out. Five years is not really a long time. Just think, that leaves me 30 years to serve at a high level. 7 Competition has all the advantage. How do you expect me to sell against them? Competition is strong. There's no denying that, but no one ever has all the advantages. Let's put our heads together and figure out a way to beat them at their own game. 8 Nobody will ever want that product. In its present form, it may not be saleable, but let's consider some modifications. Let's wait until a recession comes along, then buy stocks. Let's invest now. Bet on prosperity, not depression 10 I'm too young (old) for the job. Being young (old) is a distinct advantage 11 It won't work, let me prove it. The image: Dark, gloom, disappointment, grief, failure. It will work, let me prove it. The image: Bright, hope, success, fun, victory.

HOW TO THINK BIG FOUR WAYS TO DEVELOP BIG THINKER'S VOCABULARY:

1. Use big, positive, cheerful words and phrases to describe how you feel.

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Every time someone asks you, “ How are you? ” or “ How are you feeling today? ” respond with “ Just wonderful, thanks, and you? ”

2. Use bright, cheerful, favorable words and phrases to describe other people. Make a habit to have a big, positive word for all your friends and associates. Whenever referring to an absent person, always tell well about him.
3. Use positive language to encourage others. Compliment people personally at every opportunity. Everyone you know craves praise. Compliment people on their appearance, their work, their achievements, their families.
4. Use positive words to outline plans to others. When people hear something like this: “ Here is some good news. We face a genuine opportunity...” their minds start to sparkle.

Promise victory and watch eyes light up. Promise victory and win support. Build castles, don't dig graves!

Situation

The Petty Thinker's Approach

The Big Thinker's Approach

1. Expense Accounts Figures out ways to increase income through chiseling on expense accounts
2. Conversation Talks about the negative qualities of his friends, the economy, his company, the competition
3. Talks about the positive qualities of his friends, his company, the competition
4. Progress Believes in retrenchment or at best the status quo
5. Believes in expansion

Future

Views the future as limited

Sees the future as very promising

5. Work Looks for ways to avoid work
6. Looks for more ways and things to do, especially helping others
6. Competition Competes with the average
7. Competes with the best
7. Budget Problems Figures out ways to save money by cutting down on necessary items
8. Figures out ways to increase

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income and buy more of necessary items 8. Goals Sets goals low Sets goals high 9. Security Is preoccupied with security problems Regards security as a natural companion of success 10. Companionship Surrounds himself with petty thinkers Surrounds himself with persons with large, progressive ideas 1. Mistakes Magnifies minor errors. Turns them into big issues Ignores errors of little consequences

HOW TO THINK AND DREAM CREATIVELY What is Creative Thinking? Creative Thinking is nothing but simply finding new, improved ways to do anything. Let's see how can we develop and strengthen our creative thinking ability: 1. Believe It Can Be Done: When you believe it is impossible, your mind goes to work for you to prove why. But, when you believe, really believe something can be done; your mind goes to work for you and helps you to find the ways to do it. Your Mind Will Create A Way If You Let It

Steps to develop creative power through belief: (a) Eliminate the word impossible from your thinking vocabularies. (b) Think of something special you've been wanting to do but felt you couldn't. Now make a list of reasons why you can DO IT. Nothing grows in ice. If you freeze your mind with traditional thinking, new ideas can't sprout. Always be receptive to new ideas. Don't instantly comment on any idea. Even if the idea sounds extremely ridiculous don't be hostile to it. See it in a new light. You will always benefit from it in some way or the other. 1. Be receptive to ideas 2. Be an experimental person (try to do the same thing differently) 3. Be progressive (always ask yourself that how can you do the job in hand) In whatever you do, ask yourself " How Can I Do It Better? " It always pays to do more and better. ? Eagerly accept the opportunity to do more. It's a

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compliment to be asked to do more. It helps you in becoming a leader. ?
Concentrate on “ How can I do more? ” Spend at least sometime thinking on this. You’ll definitely get a creative solution. ? Big people monopolize the listening. ? Small people monopolize the talking Suggestions and advice from others help to take better decisions.

So, always be a good listener. “ To sell John Brown what John Brown buys, you’ve got to see things through John Brown’s eyes. ” And the way to get John Brown’s vision is to listen to what John Brown has to say. To be successful, you need to have IDEAS. Great IDEAS. But very few ideas bear fruit. Ideas are highly perishable. As soon as you get an idea, do the following: HOW TO THINK AND DREAM CREATIVELY 1. Don’t let ideas escape. Write them down. 2. Review your ideas. 3. Cultivate and fertilize you ideas. Think about it. Go deep into it. Collect as much information as you can about the idea.

Use newspapers, magazines, internet and various associations to gather information related with your idea. Stretch your mind. Get stimulated. Associate with people who can help you to think of new ideas, new ways of doing things. Mix with people of different occupational and social interests. YOU ARE WHAT YOU THINK YOU ARE We often observe some people who command confidence, loyalty, and admiration while others simply do not. And the people who command most respect are also most successful. What is that which classifies the two? The answer is: thinking We receive the kind of treatment we think we deserve.

The person who thinks he is inferior is actually inferior despite of his qualifications. While the person who feels he is important, is actually superior and important. Thinking makes all the difference. How you think determines how you act. How you act in turn determine: How others react to you. 1. Look important – it helps you think important. 2. Think your work is important. 3. Give yourself a pep talk several times a day. 4. Upgrade your thinking. Think like important people Think (Ask yourself in all situations: “ Is this the way an important person thinks” **MANAGE YOUR ENVIRONMENT: GO FIRST CLASS**

The mind is what the mind is fed. So be conscious to what you feed it. Mind food is your — **ENVIRONMENT** The kind of mind food we consume determines our habits, attitudes, personality. How much we grow intellectually directly depends upon what we feed our mind with. We would definitely be some different person had we born in a different family, gone to a different school and brought in a different lifestyle. The size of our thinking, our goals, our attitudes, and our very personality is formed by our environment.

Throughout our lives we surrounded by negative minded people who have always discouraged you and de-motivated you.

They have drastically affected the way you think. Hence **YOU** have to break yourself from this vicious enemy. Recondition yourself for success. People, who tell you it cannot be done almost always are unsuccessful people, are strictly average or mediocre. Make your environment go **FIRST CLASS** by: 1. Circulate in new groups. 2. Do select friends who have different views from that of yours. 3. Do find people who are self-starter, self-motivated, enthusiastic and encouraged. ? Be environment-conscious. Just a body diet <https://assignbuster.com/the-magic-of-thinking-big-assignment/>

makes the body, mind diet makes the mind. ? Make your environment work for you, not against you.

Don't let suppressive forces—the negative, you-can't-do-it-people - make you think defeat. ? Don't let small-thinking people hold you back. Jealous people want to see you stumble. Don't give them that satisfaction. ? Get your advice from successful people. Our future is important. Never risk it with free-lance advisors who are living failures. ? Get plenty of psychological sunshine. Circulate in new groups. Discover new and stimulating things to do. ? Throw thought-poison out of your environment. Avoid gossip. Talk about people but stay on the positive side. ? Go first class in everything you do.

You can't afford to go any other way. MAKE YOUR ATTITUDE YOUR ALLIES
You are what you think you are. That is to say that you are ATTITUDE. Or simple to say that you are the way you look at different things. You can change yourself for your own good just by doing one simple thing: CHANGE YOUR ATTITUDE. Grow your attitude and make them your allies: 1. Grow the attitude of I'm activated. 2. Grow the attitude of I'm important 3. Grow the attitude of Service First To activate others, to get them to be enthusiastic, you must first be enthusiastic yourself. Enthusiasm can make things 1100 per cent better

How to develop the power of enthusiasm: 1. Dig into it Deeper: Go deeper and get more information about subjects in which you have interest as well as subjects which you find boring. You'll discover that doing this actually helps you to study that subject enthusiastically. 2. In everything you do, Life

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It Up: Do everything with a big smile on your face. 3. Broadcast good news: Always be a propagator of good news. ? Practice Appreciation: Never take anyone for granted. Whenever someone does something worthwhile, sincerely compliment them for that. People are hungry for your appreciation ? Practice Calling People By Names:

Always remember the people whom you meet and make it a practice to call them by their names. Try to remember each and every person by his/her name right from the biggest person in your organization to the smallest individual. ? Don't Hog Glory, Invest It Instead: Whenever you get a reward for any work, never gulp it. Instead, always invest it. Sincerely praise and thank all the people who have made your venture become successful Give people more than they expect to get. Grow the " Service First" attitude, and watch money take care of itself. Make it a rule in everything you do, give people more than they expect to get.