

## Doubt To Certainty Sample Workbook

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## **Expanding Possibilities**

#### How comfortable are you?

This reflective exercise is designed to help you determine your tendency to remain in your comfort zone. There are no right or wrong answers here. The purpose of this exercise is to gain insight into your own tendencies and behaviors, and to identify areas where you might be able to push yourself beyond your comfort zone for growth and development. Grab your notebook, find a quiet place, and take a few moments to deeply breathe and reflect.

<u>Step 1:</u> Write down your daily routine for the last week, noting the activities you did, the people you interacted with, the places you went. Try to be as detailed as possible.

<u>Step 2:</u> Analyze your routine. Were there moments where you felt uncomfortable or challenged, or was everything relatively familiar and safe? List down activities or situations where you felt at ease and those where you felt any discomfort.

<u>Step 3:</u> Think about the last time you actively tried something new or different. It could be anything from trying a new cuisine to adopting a new habit or learning a new skill. How did you feel before, during, and after the experience?

<u>Step 4:</u> Reflect on how you generally react to unexpected changes or challenges. Are you quickly adaptive, or do you resist and try to keep things the same?

<u>Step 5:</u> Identify areas of your life where you want to grow or improve. What steps have you taken in the past to work on these areas? How does your comfort zone limit you in these areas?

<u>Step 6:</u> Think about one small step you could take towards expanding your comfort zone in an area you've identified for growth. How might you begin to stretch yourself in that area this week?



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#### Adapting a growth mindset

Step 1: Start by understanding what a growth mindset is. What do you think a growth mindset is? Can you identify a person who embodies this mindset? What behaviors do they exhibit? <u>Step 2:</u> Identify your current mindset. When facing a new challenge, what thoughts and feelings arise? Can you recall a time when you gave up on something? What held you back? Step 3: Address your fears and perspective to failure. What does failure mean to you? Can you share a story when fear of failure stopped you from trying something new? How might viewing failure as a learning opportunity change your approach to new challenges? Step 4: Visualize stepping out of your comfort zone. What activities or situations make you feel most comfortable? Why? What might you learn or gain by stepping outside of these comfort zones? Can you commit to trying something that feels uncomfortable this week? Step 5: Utilize constructive feedback. Have you ever received feedback that helped you grow? What was it, and how did it feel?

How can you seek out feedback regularly to help you improve?

<u>Step 6:</u> Redefine what success is to you.

How do you currently define success?

How could focusing on growth and learning, instead of only the end result, enrich your life?



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Step 7: Embrace a mindset of responsibility and proactivity.

Can you identify a situation where taking responsibility led to personal growth?

How can being proactive, rather than reactive, change your outcomes?

Step 8: Create your own growth mindset manifesto.

Based on what you've explored, what does a growth mindset mean to you now?

What specific steps will you take to cultivate this mindset in your daily life?

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### **Creative Possibilities**

Design thinking is a human-centered approach that encourages you to think creatively and empathetically to solve problems. Applying design thinking to decision-making helps you create more innovative possibilities and solutions.

<u>Step 1:</u> Empathize; understand the context, the people involved, and the emotional implications.

Who is affected by this decision?

What are their needs, desires, and pain points?

How might they feel about various outcomes?

What cultural, social, or economic factors might influence their perspectives?

How can I best empathize with different stakeholders?

Step 2: Clearly articulate the problem or decision you are facing. What is the core problem or decision I am facing? How can I frame it in a way that is actionable? What are the constraints and limitations? What are the goals or desired outcomes?

<u>Step 3:</u> Brainstorm all possible options without judgment. (check the next exercises on mind mapping and brainstorming for more techniques)

What are all the possible solutions or paths I can take? How can I encourage creative thinking and avoid judgment?

What tools or methods might help facilitate brainstorming?

How can I ensure diverse perspectives are considered?

<u>Step 4:</u> Create tangible representations of some of the ideas.

What prototypes can represent the ideas or options? How can I make these prototypes tangible and testable? What resources do I need to create these prototypes?

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<u>Step 5:</u> Ev	valuate the p	prototypes to gain insights.	
	How	can I test these prototypes?	
	What	criteria will I use to evaluate	them?
		should be involved in testing feedback?	g, and how will I gather
	What	insights can I gain from this	testing phase?
<u>Step 6:</u> Re	eflect on wh	at you've learned and decide	how to proceed.
	What	did I learn from testing the p	prototypes?
	How proce	do these insights inform ss?	n my decision-making
	What	are the pros and cons of eac	h option?
	How	do these options align with r	ny values and goals?
Step 7: M	ake vour de	cision and put it into action.	
	What Who	steps must I take to implem needs to be involved or info resources or support are req	ent this decision? rmed?
	How neede	will I monitor progress and d?	d make adjustments as
<u>Step 8:</u> As	What What differ What	ults and make any necessary were the outcomes of this d went well, and what co ently? adjustments or next steps ar can I apply these insights to	ecision? <b>LDL</b> V ould have been done re necessary?



## **Making Rational Decisions**

	The Rational Decision-Making Model Worksheet				
Step	Description	Questions to Ask	Professional Decision Example	Personal Decision Example	
Identify the Problem	Recognize an issue that needs to be addressed.	What is the issue? Why does it need to be addressed?	Declining sales numbers in a product line.	Need to improve my physical fitness.	
Analyze the Problem	Understand the underlying factors and constraints of the problem.	What are the underlying factors? What constraints exist?	Market saturation, changing consumer behavior.	Time constraints, lack of motivation.	
Identify Decision Criteria	Establish the factors that will influence the decision.	What factors will impact the decision?	Cost, ROI, customer satisfaction.	Budget, time commitment, health goals.	
Generate Alternatives	Develop different solutions or paths to address the problem.	What are the possible solutions?	Introduce a new product, rebrand, discount.	Join a gym, start running, take up swimming.	
Evaluate Alternatives	Assess each alternative based on the decision criteria.	How does each alternative align with the criteria?	Analyzing profit potential for each option.	Comparing the cost and enjoyment of each option.	
Select the Best Alternative	Choose the most suitable solution that aligns with the criteria.	Which solution best meets the criteria?	Launching a new product after thorough analysis.	Joining a gym with suitable timings and classes.	
Implement the Decision	Put the selected alternative into action.	How will the decision be implemented?	Execute the new product launch plan.	Sign up for the gym, create a workout schedule.	
Evaluate the Decision	Review the results and ensure the decision achieved the desired outcome.	Was the problem solved? What can be learned for the future?	Assess sales numbers, customer feedback.	Monitor fitness progress, adjust as needed.	



Sufficient Information Worksheet				
Step	Description	Actions to Determine Relevance and Right Amount	Professional Example (Market Entry Decision)	Personal Example (Choosing a School for Children)
Define the Objective	Identify what you're trying to achieve with the decision.	State the decision's main goal or purpose.	Determine if a new market is suitable for business expansion.	Decide on the best educational environment for children.
Identify Criteria	Determine the essential factors that will guide the decision.	List the most important factors or criteria.	Consider market size, competition, customer demand, legal regulations.	Evaluate curriculum, teacher quality, location, extracurriculars.
Gather Information	Collect relevant data, facts, and opinions from various sources.	Compile diverse information that aligns with the identified criteria.	Market research, competitor analysis, legal studies, customer feedback.	School visits, parent interviews, online reviews, educational experts.
Balance Information	Ensure the information is not too heavily reliant on one source or perspective.	Cross-check information from different sources for balance.	Consult industry reports, expert opinions, competitor insights.	Gather opinions from different parents, teachers, and students.
Filter Information	Remove unnecessary details and focus on what truly matters.	Filter information through the criteria to keep only what's essential.	Focus on relevant market dynamics, competitors, regulations.	Concentrate on school reputation, teaching quality, location.
Assess Credibility	Evaluate the trustworthiness of the information.	Verify the sources and assess their credibility.	Validate information through reputable business publications.	Check school accreditation, reputable reviews, expert opinions.
Decide on the Right Amount	Determine when you have enough relevant information without being overwhelmed.	Recognize when all criteria are addressed without excess.	Stop when all market factors are analyzed without redundancy.	Cease gathering when all key educational aspects are considered.
Reflect on the Information Gathered	Review the information and ensure alignment with the decision objective and criteria.	Reflect on how the information supports the decision-making.	Analyze how market information aligns with business goals.	Reflect on how school information aligns with children's needs.



## **IVIC Model Self-Coaching Tool**

	IVIC Model Self-Coaching Tool				
PillarKey Questions for Personal Decisions		Key Questions for Professional Decisions			
	- Which choice aligns with my values and beliefs?	- How does this decision align with my professional values and career goals?			
Identity	- What does this decision say about who I am?	- What does this say about my professional persona?			
	- How does this reflect my passions and abilities?	- How does this choice reflect my strengths and skills in the workplace?			
	- Does this align with my long-term life goals?	- How does this decision fit into the larger picture of my career trajectory?			
Vision	- How does this choice fit into my vision for my future?	- What are the potential long-term effects on my professional growth?			
	- What do I hope to achieve witMh this decision?	- How does this align with the organization's goals?			
	- How will this decision affect those around me?	- What will be the impact of this decision on my team and organization?			
Impact	- What positive change could come from this choice?	- How can this choice contribute to overall success and innovation?			
	- How does this decision resonate with my desire to make a difference?	- What change can I drive within my professional sphere with this decision?			
	- What trade-offs must I make for this decision?	- What are the potential risks and benefits of this choice in a professional context?			
Cost	- Can I afford this choice financially, emotionally, and timewise?	- How does this decision align with the resources available?			
	- What might I gain or lose with this decision?	- What might be the financial implications, and am I prepared to handle them?			



## **Identity Exercises**

#### Your Values

<u>Step 1:</u> Identify the times when you were happiest. Find examples from both your career and personal life. This will ensure some balance in your answers.

- 1. What were you doing?
- 2. Were you with other people? Who?
- 3. What other factors contributed to your happiness?

<u>Step 2:</u> Identify the times when you were most proud. Use examples from your career and personal life.

- 1. Why were you proud?
- 2. Did other people share your pride? Who?
- 3. What other factors contributed to your feelings of pride?

<u>Step 3:</u> Identify the times when you were most fulfilled and satisfied. Use both work and personal examples.

- 1. What need or desire was fulfilled?
- 2. How and why did the experience give your life meaning?
- 3. What other factors contributed to your feelings of fulfillment?

<u>Step 4:</u> Determine your top values, based on your experiences of happiness, pride, and fulfillment. Why is each experience truly important and memorable? Use the values list of common personal values (shared in the full-version copy) to help you get started – and aim for about 10 top values. As you work through, you may find that some of these naturally combine. For instance, if you value philanthropy, community, and generosity, you might say that service to others is one of your top values.



#### Liberating your passion

You might have already explored the world, but there is a limiting belief anchoring down the passions you have discovered and preventing you from setting sail freely after your passion. Find a quiet and comfortable space where you can reflect without interruptions. Take a few deep breaths to center yourself and create a calm state of mind.

<u>Step 1:</u> Begin by reflecting on areas of your life where you feel a deep sense of joy, excitement, and fulfillment. Consider activities, subjects, or interests that have consistently sparked your curiosity and enthusiasm. Ask yourself:

What activities do I naturally gravitate towards in my free time?

When do I feel most energized and alive?

Are there any hobbies or interests that I have always been drawn to?

What activities make time fly by effortlessly?

<u>Step 2:</u> Reflect on any limiting beliefs or self-doubts that may be holding you back from pursuing your passion or fully embracing it. These beliefs might include thoughts like "I'm not talented enough," "It's too late to start," or "I'll never be successful." Identify and write down the specific limiting beliefs that come to mind.

<u>Step 3:</u> Challenging your limiting beliefs: Take each limiting belief you identified and examine the evidence for and against it. Ask yourself:

Is there any concrete evidence that supports this belief? Is it based on facts or assumptions?

Can I think of any counterexamples or instances where this belief might not hold true?

How might my life be different if I didn't hold onto this belief?



<u>Step 4:</u> Once you have challenged your limiting beliefs, reframe them into more empowering and supportive statements. Replace them with positive and affirming beliefs that encourage you to pursue your passion. For example, if your limiting belief is "I'm not talented enough," you could reframe it as "I have a unique perspective and valuable skills to contribute."

<u>Step 5:</u> Reflect on your commitment to overcoming your limiting beliefs and pursuing your passion. Ask yourself:

How important is it for me to overcome these limiting beliefs?

What steps am I willing to take to challenge and let go of these beliefs?

Am I ready to embrace a new perspective that empowers me to pursue my passion?

<u>Step 6:</u> Creating an action plan: Identify specific actions you can take to nurture and pursue your passion, despite your limiting beliefs. Break them down into small, manageable steps. I would encourage you to:

Seek support from mentors

Taking courses or workshops

Dedicate regular time to engage in activities related to your passion.

If you already have a passion and your limiting beliefs are holding you down, the above tools will play a role in guiding your steps and providing you with the confidence and confirmation you need to move forward passionately.

<u>Step 7:</u> Use this journal as a tool to document your progress, track your growth, and revisit your reflections whenever you need a reminder of your commitment.

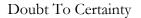
<u>Step 8:</u> Share your reflections and action plan with a trusted friend, family member, or mentor who can support you on your journey. Discuss your goals, challenges, and progress, and ask for their encouragement and guidance when needed.



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## **Impact Analysis**

Decision Tree				
Step	Description	Personal Example	Professional Example	
Identify Decision & Objectives	Define what you're trying to decide and what your main objectives are.	Choosing between a beach or mountain vacation considering factors like family preferences, budget, weather.	Deciding between two suppliers for your business, based on factors like reliability, cost, contract terms.	
Start Building the Tree	Draw branches for each possible alternative.	Draw a tree that starts with the two vacation options: beach or mountains.	Start with two branches for Supplier A and Supplier B.	
Identify Possible Outcomes	Create sub-branches for different scenarios or outcomes for each alternative.	Under the "Beach" branch, include outcomes like "Sunny" or "Rainy."	For each supplier, add sub-branches for "Reliable" or "Unreliable."	
Analyze Potential Repercussions	Think about the potential effects your decision might have on people, nature, or other factors.	Consider how the weather would impact = family enjoyment.	Analyze how a supplier's reliability might affect company profit and reputation.	





#### Giving Back

Find a quiet and comfortable space where you can reflect without distractions. Take a few deep breaths to center yourself and create a sense of calm. When you have your notebook ready, and you feel well concentrated, start the exercise.

<u>Step 1:</u> Begin by reflecting on the help and support you have received from others throughout your life. Consider both significant acts of kindness and small gestures that have made a difference. Take a moment to express genuine gratitude for each of these instances. Think about:

Who are the people that have provided significant support and assistance in your life?

What specific acts of kindness or support have you received from these individuals?

How have these acts impacted your journey or helped you overcome challenges?

In what ways have these individuals influenced your personal growth or development?

<u>Step 2:</u> Write down a list of the people who have had a positive impact on your life. Include family members, friends, mentors, teachers, colleagues, or even strangers who have shown you kindness. Reflect on how their assistance or presence has shaped your journey.

Who are the individuals that come to mind when you think about those who have had a positive impact on your life?

Can you identify different categories of people, such as family, friends, mentors, teachers, colleagues, or strangers?

What specific instances or qualities of each person have shaped your journey in a positive way?

How have these individuals contributed to your personal, professional, or emotional well-being?



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<u>Step 3:</u> Contemplate the opportunities you have to reciprocate and give back to others. Consider the skills, knowledge, resources, or unique qualities you possess that can be of service to those around you or the broader community.

What unique talents, skills, or resources do you possess that can be of service to others?

In what ways can you utilize these qualities to make a positive impact on those around you?

Are there specific causes, organizations, or communities that resonate with you and align with your passion?

How can you incorporate acts of kindness, generosity, or support into your daily life or routines?

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## **Cost Analysis**

### **Decision Cost Analysis**

<u>Step 1:</u> Write down the decision you're facing and list the options you're considering, maybe you are trying to choose between buying a new car or continuing with public transportation, or you are between investing in a new product line or improving the existing ones.

Step 2: For each option, identify the risks or what you might "choose to lose."

Option	ion Risk Description Personal Example		Professional Example
Option A	Describe the potential risks.	Risk of monthly car payments and maintenance.	Risk of failure in a new, untested market.
Option B	Describe the potential risks.	Risk of less convenience with public transport.	Risk of stagnation with existing products.

<u>Step 3</u>: For each identified risk, assess the probability (likelihood) and impact (severity) on a scale of 1-5, with 5 being the highest.

Risk	Probability (1-5)	Impact (1-5)	Personal Example	Professional Example
Risk from Option A	Rate the likelihood.	Rate the severity.	Probability: 3, Impact: 4 (car maintenance)	Probability: 2, Impact: 5 (market failure)
Risk from Option B	Rate the likelihood.	Rate the severity.	Probability: 4, Impact: 2 (public transport)	Probability: 4, Impact: 3 (product stagnation)



Step 4: Multiply the probability by the impact for each risk to get a risk score.

Personal Example: Risk Score for Option A = 3 (Probability) x 4 (Impact) = 12 Professional Example: Risk Score for Option B = 4 (Probability) x 3 (Impact) = 12

<u>Step 5:</u> Compare the risk scores for each option. The option with the lower score may represent the lower risk, but consider all factors, including potential benefits.

Personal Example: Weighing the convenience of owning a car against the costs. Professional Example: Balancing the opportunity for growth with the potential for loss.

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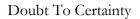
## **Direction Introspect**

<u>Step 1:</u> Take a few moments to reflect on where you are in your life right now. What are the things you are currently pursuing? It could be a career, an education, a hobby, a relationship, or personal growth. Write these down in as much detail as possible.

<u>Step 2:</u> Think back to the times in your life when you've changed direction. It could be a job switch, a change in educational fields, or even shifts in personal relationships or hobbies. Write down these instances and try to remember why you made those changes. Was it due to a change in interests, circumstances, or insights? What was the outcome of these changes?

<u>Step 3:</u> Now, analyze whether you have a direction at the moment. Do you have a clear goal or an objective you are striving for, or do you feel like you're drifting aimlessly? If you find a definite direction, write it down. If you find yourself drifting, acknowledge this fact without judgment.

<u>Step 4:</u> For both past changes in direction and your current path (or lack thereof), reflect on your feelings of satisfaction, fulfillment, and happiness. Did the changes lead to more satisfaction or less? How do you feel about your current direction or lack of it?



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## **Confidence Building**

#### **Evidence-Based Confidence Building**

Did you know that "FEAR" stands for "False Evidence Appearing Real"? Having real evidence helps you draw confidence that your plan will work. This could be your own past experiences, or examples from others who have successfully achieved similar goals. Let's have clarity on these evidences:

Step 1: Reflect on your own past achievements.

What were some of the challenges you faced, and how did you overcome them?

What strengths or strategies helped you succeed? How can these learnings apply to your new plan?

<u>Step 2:</u> Look for stories of people who have achieved similar goals to yours.

How did they overcome obstacles and reach their goals? What can you learn from their experiences?

Step 3: Reflect on your plan in light of these insights.

How does your plan align with the strategies and attitudes that helped you and others succeed in the past? Are there any changes you could make to your plan to better incorporate these lessons?



#### Self-Image Enhancement Exercise

<u>Step 1:</u> Make a list of your skills, strengths, and accomplishments. What unique abilities do you bring to your plan? What achievements are you most proud of?

Step 2: Reflect on each task in your plan.

How can your skills and strengths help you succeed in each task?

How can your past accomplishments inspire confidence in your ability to achieve future goals?

<u>Step 3:</u> Develop positive affirmations based on your skills, strengths, and accomplishments.

What encouraging words can you tell yourself when you face challenges?

How can you remind yourself of your past successes and capabilities?

<u>Step 4:</u> Integrate these affirmations into your daily routine. Practice them especially when you need a confidence boost.



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## **Mistakes Analysis**

Step 1: Identify the Mistake

What exactly went wrong?

Why do you consider it a mistake?

What were your original goals and intentions? How did the outcome differ from what you expected? What are your feelings about this mistake?

Step 2: Analyze the Causes

What were the contributing factors to this mistake? Did you have all the necessary information?

Were there any external pressures that influenced your decision?

Did cognitive biases play a role? If so, which ones?

Step 3: Assess the Impact

What were the immediate consequences of this mistake? What long-term effects has it caused or might it cause? Who else has been affected by this mistake, and how? What opportunities have been lost or gained?

Step 4: Explore Alternative Actions

What could you have done differently? What information would have been helpful to have? What alternative solutions might have been available? If you were in the same situation again, what would you do?

Step 5: Develop a Corrective Plan

What specific steps can you take to correct this mistake? What resources will you need?

How will you measure success in correcting the mistake? What timeline will you follow?



#### Step 6: Implement the Plan

How will you initiate the corrective action? What support or collaboration will you need? How will you monitor progress?

What will you do if challenges arise during implementation?

Step 7: Reflect and Integrate Learning

What have you learned from this process? How will this experience influence future decisions? What strategies will you employ to avoid similar mistakes? How have you grown or changed as a result?

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## About Doubt To Certainty

"Doubt To Certainty: A Practical Guide To Finding Confidence & Clarity In Making Complex Decisions" is an inclusive playbook, based on scientific research and real case studies.

Introducing IVIC Decision-Making Framework© and The Authenticity Pyramid©, two of my original coaching tools, the book helps the reader explore multiple elements that are critical to making 'right' decisions, and leading a purposeful journey that is driven by confidence and clarity.

The book comes with an Appendix section, full of templates, exercises, and step-by-step guides to solve personal and professional decision-making related dilemmas.

The vision of the book is to become a reference for readers whenever they have a complex decision to make. It helps the readers:

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- Identify the decision they need to make.
- Define their responsibility.
- Manage their emotions.
- Utilize the suitable decision-making model.
- Create possibilities.
- Decide on the right possibility.
- Execute the decision wisely.
- Manage post-decision thoughts.

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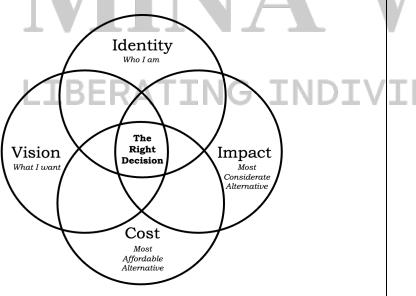
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## About IVIC Decision-Making Framework©

How can you be confident in your skin, in control of your perspectives, and eventually make your decisions and live your life the way you want? My strategy is to proactively become aware of who you are and what you want even before you are put into the position of making a decision. This strategy empowers you to have the clarity and confidence needed to make the right decision, regardless of the pressure or uncertainty that comes along with it, and despite any external influence. This is the strategy upon which I have designed the IVIC Decision-Making Framework<sup>©</sup>.



IVIC Decision-Making Framework©

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IVIC Decision-Making Framework<sup>©</sup> is a reliable tool crafted after years of psychological research and experience, and designed to infuse your decision-making journey with clarity, authenticity, and confidence. IVIC is the abbreviation of the four pillars upon which the framework was built:

- 1. Identity: Which choice expresses who I am?
- 2. Vision: Which choice do I want?
- 3. Impact: Which choice empowers me to make the biggest impact?
- 4. Cost: Which choice can I afford?

The first pillar of this framework, Identity, is the foundation on which you construct your decisions. Rooted in the psychological theory of selfconcept, this pillar involves a deep dive into understanding who you truly are - your perspectives, motives, values, passion, abilities, and mission in life. A strong understanding of your identity will lead you to greater decisiveness and consistency in your decision-making behavior. This clarity about your identity helps you to eliminate options that do not resonate with your authentic self, and you become more able to narrow down the field and simplify your possibilities more easily.

The second pillar, Vision, is your beacon in the fog of decisionmaking. Grounded in purpose and mission, your vision reflects the path you have charted out to get there. The field of positive psychology emphasizes the importance of having a clear direction in promoting overall well-being and satisfaction. In decision-making, your vision acts as a reference point and helps you evaluate how each possibility could aid or hinder your journey toward your goal.

The Impact pillar gauge the potential effect of each possibility. Here, cognitive psychology comes into play, underscoring the importance of evaluating the potential outcomes of your choices. Since you have already checked your identity and your vision as priorities, it is time to think of

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the wider ecosystem. Back to the Butterfly Effect, as I have explained in the introduction, your decisions do impact nature and other people's lives, and any decision you make will have consequences that will end up disrupting the world in a way or another. So, why not make this disruption intentionally positive for the rest of us?

Finally, the Cost pillar is about bringing your attention to weigh the trade-offs associated with each possibility. This step is rooted in economic and decision theory and urges you to consider what you stand to lose or gain with each choice.

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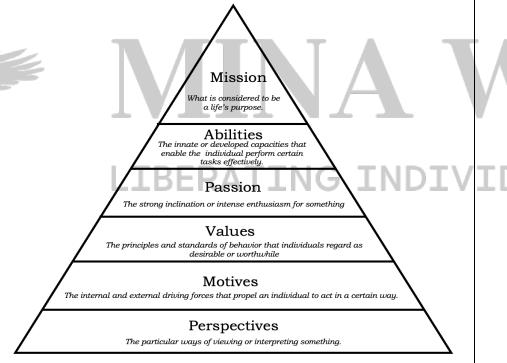
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## About The Authenticity Pyramid©

Visualize the journey of self-awareness as a pyramid—an ascending, hierarchical structure leading to the pinnacle of self-realization. I fondly refer to this as The Authenticity Pyramid©, an original framework I designed for my clients to boost self-awareness and gain the confidence and clarity they aspire to have.



The Authenticity Pyramid©

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Your self-awareness starts with you understanding your own perspectives. Every decision you make, and every interaction you have is colored by this unique perspective. Rise to the next level, and you start exploring your motives. These are the drivers and invisible hands pushing and pulling you toward or away from decisions. Often, these motives operate subtly, influencing you without your explicit knowledge. To navigate your path, you must expose these hidden forces. Are they born out of fear or love? Power or compassion? When you realize your hidden motives, you can define what your values are. These are your nonnegotiables. Your values govern your behavior, shaping your actions and reactions. Aligning your decisions with your values ensures that your decisions resonate with who you are and provides you with a sense of inner peace.

When you have explored the deepest levels of who you are, you start moving towards a more dynamic layer of your identity. These are sides of your personality that change multiple times throughout your life. Your passions are those activities or pursuits that light the fire in your heart and make you lose track of time. Decisions aligned with your passions are often imbued with a sense of purpose, a feeling of rightness that is hard to replicate. Your abilities are the realm of your skills, your talents, and your strengths. These are the tools in your arsenal and the resources you have at your disposal. Knowing your abilities intimately is a key to unlocking your potential and plays the role of a catalyst for confidence and competence. When you are aware of your abilities and decide to believe in them, your confidence is boosted in ambiguous circumstances.

Finally, when you have become aware of all these layers of who you are, you are able to define your life's mission—your purpose in life. Your mission is not necessarily a grand plan or a monumental task but a compass guiding your life toward purposeful action. When your decisions align with your life mission, they transform from being tactical or socially



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influenced action into meaningful steps on your journey of selffulfillment. If you have not had this yet, let me tell you that without having a mission, you are missing out on a massive chance to make confident and meaningful decisions.

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