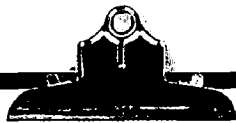




Developing Leadership Competencies

14. SELF-CONFIDENCE-continued



a more complete understanding of your strengths and how to apply them.

- Shadow a colleague with strong self-confidence, i.e., someone who can defend minority opinions and take calculated risks in the best interests of the organization. Role play with this individual, using specific situations where you are called upon to demonstrate similar qualities.
- Volunteer for a highly visible task force or special project that has very tight deadlines.
- Get a mentor to guide you in areas in which you wish to develop.

Books

- ***Confidence: How to Succeed at Being Yourself***, Alan L. McGinnis (Augsburg Publishing House, 1987)
- ***Learned Optimism***, Martin Seligman (Pocket Books, 1992)
- ***A Force of One: Reclaiming Individual Power in a Time of Teams, Work Groups and Other Crowds***, Stanley M. Herman (McGraw-Hill, 1991)
- ***Communicate with Confidence: How to Say It Right the First Time***, Dianna Booher (McGraw-Hill, 1994)
- ***Reaching the Peak Performance Zone***, Gerald Kushel (AMACOM, 1994)
- ***Leading Quietly***, Joseph L. Badaracco Jr., (Harvard Business School 2002)
- ***Unstoppable Confidence***, Kent Sayre (Unstoppable Books, 2001)
- ***How to Win Friends and Influence People***, Dale Carnegie (Pocket Books, 1994)

Videos

- **The Psychology of Achievement**, (Brian Tracy Nightingale Conant Corporation)