

LEADERSHIP FOR THE NEW  
MILLENNIUM AND BEYOND:  
BECOMING AN IMPACT PLAYER

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EMBRACING A  
POSITIVE ATTITUDE

VOLUME I, MODULE III

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(WORKBOOK)

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NAME

ATTITUDE:  
EMBRACING A POSITIVE ATTITUDE

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SELF-ASSESSMENT

VOLUME I, MODULE III

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# Self - Assessment - Attitude

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## 1 - CENTERING DOWN ON YOU

Times when you have impacted a situation with a positive attitude \_\_\_\_\_

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Times when your negative attitude/or bad mood produced undesirable results \_\_\_\_\_

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Situations when you have been impacted by a positive and negative attitude of someone else: \_\_\_\_\_

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## 2 - IN YOUR MIND'S EYE, HOW DO YOU PERCEIVE A PERSON WHO EMBRACES A POSITIVE ATTITUDE?

⇨ Presence:

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⇨ Acceptance:

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⇨ Ability to Inspire Others:

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⇨ Achievements:

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⇨ Goals:

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3 - PEOPLE YOU MOST ADMIRE — DEFINE THEIR ATTITUDES:

- 1) \_\_\_\_\_  
Why?  
\_\_\_\_\_  
\_\_\_\_\_
- 2) \_\_\_\_\_  
Why?  
\_\_\_\_\_  
\_\_\_\_\_
- 3) \_\_\_\_\_  
Why?  
\_\_\_\_\_  
\_\_\_\_\_
- 4) \_\_\_\_\_  
Why?  
\_\_\_\_\_  
\_\_\_\_\_

4 - IN YOUR OPINION, HOW DO YOU BEST EXPRESS A POSITIVE ATTITUDE?

- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_
- ⇒ \_\_\_\_\_

5 - EVALUATE YOURSELF IN THE FOLLOWING AREAS:

- A = Strong
- B = Above Average
- C = Average
- D = Below Average

POSITIVE ATTITUDE	
ROLE MODEL FOR OTHERS	
EMPATHIZE WITH OTHERS	
HELPFUL	
COME UP WITH GOOD IDEAS	
LOOK FOR THE GOOD IN OTHERS	
RESPECTED BY OTHERS	
TEAM - BUILDING	
MOTIVATING OTHERS	
LOOK FOR THE OPPORTUNITY IN ADVERSITY	
SMILING	

6 - WHAT WOULD BE YOUR IMMEDIATE GOALS TO REACH THE POINT OF FULLY EMBRACING A POSITIVE ATTITUDE?

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7 - LIST FIVE WAYS YOU INTEND TO IMPROVE YOUR ATTITUDE:

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

5) \_\_\_\_\_

8 - PERIODICALLY DOCUMENT HOW YOUR EFFORTS TO IMPROVE YOUR ATTITUDE ARE WORKING:

Month # 1 \_\_\_\_\_

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Month # 2 \_\_\_\_\_

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Month # 3 \_\_\_\_\_

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9 - HOW WILL YOU SUSTAIN A POSITIVE ATTITUDE INTO THE FUTURE?

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**10 - PICK A SITUATION / PROBLEM AND COME UP WITH 25 REASONS WHY YOU CAN DO IT. GET IN THE HABIT OF TAKING THIS APPROACH WITH EVERY DIFFICULTY YOU ENCOUNTER.**

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_
- 6) \_\_\_\_\_
- 7) \_\_\_\_\_
- 8) \_\_\_\_\_
- 9) \_\_\_\_\_
- 10) \_\_\_\_\_
- 11) \_\_\_\_\_
- 12) \_\_\_\_\_
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- 17) \_\_\_\_\_
- 18) \_\_\_\_\_
- 19) \_\_\_\_\_
- 20) \_\_\_\_\_
- 21) \_\_\_\_\_
- 22) \_\_\_\_\_
- 23) \_\_\_\_\_
- 24) \_\_\_\_\_
- 25) \_\_\_\_\_

**11 - EVERY MORNING, FOR THE NEXT 30 DAYS, THINK OF 5 THINGS TO BE THANKFUL FOR BEFORE YOU GET OUT OF BED.**

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_
- 4) \_\_\_\_\_
- 5) \_\_\_\_\_
- 6) \_\_\_\_\_
- 7) \_\_\_\_\_
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- 24) \_\_\_\_\_
- 25) \_\_\_\_\_
- 26) \_\_\_\_\_
- 27) \_\_\_\_\_
- 28) \_\_\_\_\_
- 29) \_\_\_\_\_
- 30) \_\_\_\_\_

**“LIVE WITH AN ATTITUDE OF GRATITUDE”**





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VOLUME I, MODULE III

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(FACILITATOR GUIDE & SUPPLEMENTAL RESOURCES)

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## Facilitator's Role - Attitude

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### AGENDA

- ✧ Review all Materials Before Class
- ✧ Copy Workbook for all Participants
- ✧ Introduce Topic *2 Minutes*
- ✧ Play Video *24 Minutes*
- ✧ Facilitate Discussion Around the Video *10 Minutes*
- ✧ Distribute Workbook *1 Minute*
- ✧ Review Workbook Contents *4 Minutes*
- ✧ Begin Completion of Workbook *Remainder of Class*

### FOLLOW-UP ACTIVITIES

- ✧ Have students periodically review their self-assessments (workbook).
- ✧ Discuss, and have the students discuss, examples of attitude-impacting situations (positive & negative).
- ✧ Listen to Earl Nightingale's audio tape series, *Lead the Field* (special emphasis on *The Magic Word* tape). Discuss the topics covered in each of these tapes (12 in all).
- ✧ Assign a research project (group or individual) around *Attitude*.

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## Attitude

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It has been said that a person's enthusiasm is in direct proportion to the importance of what it is he/she is looking forward to.

Psychologists have demonstrated that our idea of reality is determined by our perception of existence, the manner in which our senses interpret the way things are, rather than the way things really exist.

Earl Nightingale, in his revealing publication, *The Essence of Success*, states that "our individual worlds will respond to us in the way in which we see them. They will become for us what we expect of them. We are the creators of our existence."

Carl Sandburg, one of this world's most prolific writers, provides insight to this way of thinking in his account of a Kansas sodbuster at the turn of the last century:

"As the sodbuster leaned on his gate post peering at the horizon and contemplating what corn might do next year - and why God ever made the grasshopper - and why two days of hot winds smothered the life out of a stand of wheat, a newcomer pulled up in a covered wagon.

"What kind of folks live around here?" he asked.

"Well stranger," said the sodbuster, "What kind of folks was there in the country you came from?"

"Well, there was mostly a low-down, lying, thieving, gossiping, back biting lot of people."

After a few seconds of reflection, the sodbuster replied: "Well, I guess stranger, that's about the kind of folks you'll find around here."

The stranger had just about blended into the dusty gray cottonwoods becoming a clump on the horizon, when another newcomer pulled up.

"What kind of folks live around here?" the stranger asked.

And again the sodbuster replied, "Well, stranger, what kind of folks was there in the country you came from?"

The friendly stranger said with a smile: "Well, they was mostly a decent, hardworking, law abiding, friendly lot of people."

And again the sodbuster said, "Well, I guess stranger, that's about the kind of folks you'll find around here."

And the second wagon moved off and blended with the dusty gray cottonwoods on the horizon while the early sodbuster leaned at his gatepost and tried to figure out why two days of hot winds smothered the life out of a nice stand of wheat."

In essence, the world cooperates with us by conforming to our expectations of it.

If you desire positive results - you need to provide positive input. If you are in a negative state of mind - you can expect negative feedback - and negative results from those around you.

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## Attitude *CONTINUED*

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Attitude is possibly the most impacting of all human qualities. Earl Nightingale, in referencing attitude stated that our environment is like a merciless mirror of us as human beings, reflecting back to us exactly what we project outwardly to it. When somebody displays a negative approach to someone or something, everyone within reach is infected. However, by taking a positive approach we can quite possibly change all of those negative forces around us into positive forces. Because of this ability of a human to change the environment by changing a state of mind, Nightingale felt that attitude might be the human race's only true god-like quality.

Certainly a positive attitude will serve you longer and more effectively than most other personal attributes. How many times have you witnessed a highly skilled individual being dismissed or reprimanded in a team atmosphere because of a bad attitude? In the same light, how many less skilled individuals are given second chances based on their positive attitudes? Even in a highly technical environment, an individual with average technical competence and an outstanding attitude will outlast a peer who demonstrates excellence in technical knowledge but displays a sorry attitude.

A bad attitude is, without reservation, the most detracting of all interpersonal traits. Conversely, a positive attitude is one of the most admirable of qualities. Recruiters for employers tend to focus very closely on this characteristic. Employers make it a priority for advancement opportunities.

When you get up in the morning, how do you begin the day?

- On a positive, optimistic note?
- In a neutral frame of mind - waiting for someone –or something– to push you in a positive or negative direction?
- In a negative mood, waiting for an opportunity to infect someone else with your poison?

We all really do owe it to ourselves - and to the greater society- to contribute in a positive way in helping shape our immediate environment. The choice is yours.

Answer the following questions:

- Do you feel that, for the most part, you embrace a positive attitude?
- Do you feel that you are uplifted by those positive individuals whom you encounter from time to time?
- Are you ever impacted by people in bad moods or negative frames of mind?
- When you feel low - how do you push yourself into a positive mind set?
- If you detect that someone is being overly negative about something- What is your normal reaction? Do you ever approach these types in attempting to reverse their negativity?
- How might attitude impact health and self-worth?

Before you begin to complete the workbook, please make one resolution: To focus all of your energies on making certain that, if you accomplish little else in the near term, you certainly will improve your attitude.

Understand that by fixing your attitude to function in a positive mode, you open the door to improving in self-discipline, work ethic, academic performance, health & fitness, lifestyles, and influencing others.

Remember, as one of the world's greatest inspirational and motivational writers, Og Mandino, stated in his best selling book, *The Greatest Miracle In The World*, our greatest power is the power to choose. Use wisely your power of choice.

Choose a positive attitude and experience life the way it's meant to be!

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## Supplemental Resources - Attitude

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### AUDIO TAPES

✧ Lead the Field *By Earl Nightingale*

### BOOKS

- ✧ The Power of Positive Thinking *By Dr. Norman Vincent Peale*  
✧ The Servant *By James C. Hunter*  
✧ How to Win Friends and  
    Influence People *By Dale Carnegie*  
✧ Success Through a Positive  
    Mental Attitude *By Napoleon Hill & W. Clement Stone*  
✧ I Dare You *By William Darforth*  
✧ The Greatest Miracle in  
    the World *By Og Mandino*

These resources are available through:

*The Faurote Group*  
*Contact: Dennis L. Faurote*  
*(317) 826-2399*  
*And*  
*The Just Help Yourself Company*  
*Contact: Charles R. Hyde, Sr., President*  
*(765) 966-4933*