



AUTHENTIC
CONFIDENCE

LIVE

AUTHENTIC CONFIDENCE

1. Current Status and Challenges
2. Big Confident Energy
3. 10 Confident Leader Milestones
4. Next Steps

AUTHENTIC CONFIDENCE

PRIDE IN WORK + HUMILITY IN RELATIONSHIPS

PRIDE IN WORK

Healthy Pride is finding **significant satisfaction** from your career.

HUMILITY IN RELATIONSHIPS

Healthy Humility is taking equal ownership of your greatness and growth areas.

“**Great**, not Better Than”

AUTHENTIC CONFIDENCE MODEL: BIG CONFIDENT ENERGY



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ARTISTS OF THE DECADE

DECADE	ARTIST	MENTOR
1950's		
1960's		
1970's		
1980's		
1990's		
2000's		
2010's		

The 10 Confident Leader Milestones

- 1. Self-Confidence**
- 2. Coaching Confidence**
- 3. Confident Communicator**
- 4. Executive Influence**
- 5. Vision and Strategy**
- 6. Building Culture and Valuing all 6 Confidence Profiles**
- 7. Feedback: Compliments and Criticisms**
- 8. Competence: Delivering Results**
- 9. Building Teams that Thrive**
- 10. Career Building and Succession: Legacy and Lifestyle Design**

AUTHENTIC CONFIDENCE QUOTIENT (ACQ):

1 List your current Roles and Responsibilities. *(Your formal and informal areas of accountability)*

Examples: *Vision, Strategy, Project Management, Coaching, Team Building, Healthy Conflict, Performance Management, Finance, Marketing, Sales, Presenting, Motivation, Communication*

1 ROLES/RESPONSIBILITIES	2 CURRENT CONFIDENCE	3 LIMITING BELIEF	4 FUTURE GOAL

AUTHENTIC CONFIDENCE QUOTIENT (ACQ):

- 2 Define the current level of confidence in each role. **(UC, AC or OC)**
 - Under Confidence:** Do I feel incompetent or unsure of myself in this area? **(UC)**
 - Authentic Confidence:** Do I have great relationships and results in this area? **(AC)**
 - Over Confidence:** Do I exaggerate my skills or accomplishments in this area? **(OC)**
- 3 What are the limiting beliefs I have in each role? *(IE: “I lack experience, education, training”...)*
- 4 Write one goal that will build Authentic Confidence. *(IE: “I will deliver a successful presentation.”)*

Communicating with Authentic Confidence:

List your greatest strength: _____

List one area of under confidence you would like to resolve: _____

Statement of Authentic Confidence: _____

THE 5 STAGES OF CAREER CONFIDENCE



S.C.A.L.E.

THE PATTERN OF INFLUENCE: S.C.A.L.E.

- Significance (Moment of Impact)
- Competence (Model the Master)
- Authenticity (Signature Creation)
- Leverage (Communicate Confidence)
- Empathy (Better Together)

CAREER CONFIDENCE GUIDE

OBJECTIVE:

The Career Confidence Guide is for every employee to map out future career goals. It is intended to provide a clear picture of future success. Employees and managers brainstorm potential development options and create an action plan. This leads to a career development plan as well as an individual development plan. The Guide should be reviewed quarterly to ensure successful resolution.

Significance: What is the area of under confidence you want to resolve? _____
Define success in this area? What is the size and scope?

Competence: Who has the needed skill? What is your plan to learn the skill? What are the next steps?

Authenticity: How will you know when you have mastered the skill? How will you make it your own?

Leverage: How will this skill change your career? How will it change your life? How will you celebrate your Authentic Confidence in this area?

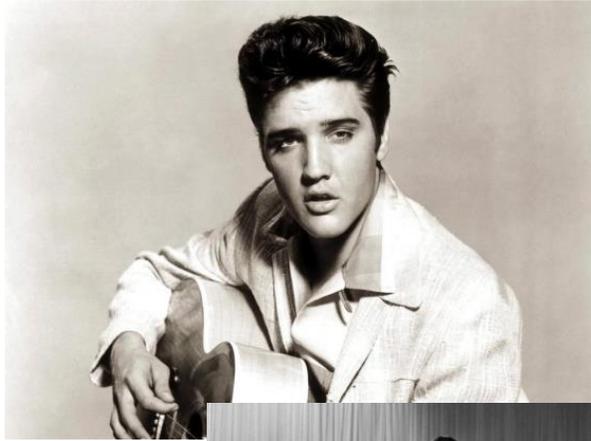
Empathy: Who will hold you accountable and encourage your progress? How will you use this skill to help others? How will this skill change their lives? How will you teach this skill to others?

Next Actions: _____

ARTISTS OF THE DECADE

DECADE	ARTIST	MENTOR
1950's	Elvis Presley	Muddy Waters
1960's	The Beatles	Buddy Holly
1970's	The Bee Gees	The Beatles
1980's	Michael Jackson	James Brown
1990's	Garth Brooks	George Strait
2000's	Eminem	Run DMC
2010's	Taylor Swift	Shania Twain

MODULE 4: CAREER CONFIDENCE AND COACHING



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THE LEADERSHIP DEVELOPMENT PROCESS

1. Confidence Profile Assessment
2. Authentic Confidence Quotient
3. Career Confidence Guide
4. Coaching Confidence

OUTCOMES AND BENEFITS

- Accelerated leadership skill building
- Increased engagement and morale
- Improved communication and team alignment
- Decreased unhealthy tension and conflict
- Roadmap for individual and team development



AUTHENTIC CONFIDENCE RESOURCES

- Confidence Profile Assessment
- www.benfauske.com

THANK YOU

**“We are better leaders
because you are in our life!”**