

# **Confidence, Self Esteem, Communication & Leadership**

**From Self Leadership to Making a  
Difference**

*Presented by Ethan Musolini*

# What Confidence and Self-Esteem is...



- Self-Esteem – How warm, loving and appreciative you feel toward yourself in spite of circumstances.
- Confidence – Belief of one's ability to do things or deal with circumstances

# SOURCES OF SELF ESTEEM



- Fate
- Family and school
- Life experience
- Perception

# SIGNS OF LOW SELF ESTEEM

- Blaming and complaining
- Fault finding
- Need for attention and approval
- Lack of close friends
- Over indulgence
- Depression
- Greed and selfishness

# Continuation...



- Indecision and procrastination
- Self-pity (“poor me”)
- *Do the opposite of the above and your self esteem will soar*

# HOW TO IMPROVE YOUR SELF ESTEEM



- Talk to yourself gently
- Trust your inner voice and intuition
- Be committed to develop your full potential
- Forgive yourself
- Have fun
- Know when to say YES or NO

# Continued...



- Accept affection and compliments from others
- Be constructive
- Be positive and lively

# HOW TO ACCESS PERSONAL CONFIDENCE



- Relate to life and being in the moment
- Know yourself
- Do the things that you fear
- Action
- Visualization



# BEHAVIOURS OF CONFIDENT PEOPLE



- Love themselves
- Understand themselves
- Know what they want
- Think positively
- Uplift others and encourage confidence
- Acknowledge personal mistakes

# Continued...



- Peaceful and relaxed as they don't have to prove themselves
- *\*Daily write up to supercharge your confidence\**

# WHAT IF YOU ARE STUCK?



- You don't need to know everything to get started
- You are a very resourceful person
- If you don't know the answer to something, you can find the answer or the person who does know
  
- ***“Fortune favors the bold”***

# EXERCISES

- *\*How would I walk and Talk exercise\**
- *\*Group discussion on answers to fake it until you make it questions\**

# THE HISTORY OF SHYNESS



- Environmental conditioning
- School – Labeling and punishment because of mistakes
- Parents & relatives
- Friends
- Media
- Society

# EXERCISE



- *\*What are some of the beliefs which are not in your best interest that you have been living by (writing exercise)?\**

# OVERCOMING CULTURAL & ENVIRONMENTAL CONDITIONING



- Does this belief support me or not?
- What empowering belief can I adopt now?

# EXERCISE

## New belief exercise

- *\*Write down the new empowering beliefs to replace the old disempowering ones\**



# TURNING AROUND MISTAKES WITH CONFIDENCE



- You committed a mistake but you are NOT a mistake
- You are definitely doing something
- What have you learned from the mistake
- What will you do differently next time?
- Adjust your action based on what's learned

# COMMUNICATION and PUBLIC SPEAKING SKILLS

*Craft and Deliver Your Message With  
Impact*

# Before You Communicate



## Pay attention to the cardinal rules...

- Purpose
- Context
- Timing
- Relationship
- Language

# What is Public Speaking?



- Communication – Getting people to think, feel & act in the same way you want them to think, feel and act.
- Communication is the transference of emotion or feeling
- To communicate effectively you've got to release the self – emotion held back is information held back

# The truth about communication



- Visual – 55%
- Vocal – 38%
- Words – 7%

# 3 Fundamental Keys



- Credibility
- Likeability
- Purpose

# How to be Credible



- Eye contact
- Dress
- Body and posture

# How to be likeable



- Warmth
- Emotional match
- Politeness



# Writing a Winning Speech



- Audience Identity
- Purpose
- Main Point
- Introduction
- Body – Sub points of the main point with evidence
- Conclusion – Restate main point...action
- *\*Discussion\**

# Captivating an Audience



- Energy - *\*passion exercise\**
- Stories
- Pause

# Arousing People to Action



- Belief
- Vision
- Strategy
- Urgency

# The Fool Proof Tips To Effective Delivery



- Passion
- Eye contact
- Gestures
- Warmth
- Action call
  
- *\*EXERCISE – 2 minutes Presentation*

# GREAT LEADERSHIP SKILLS

***Make That Difference***

# What leadership is...



- Leadership is influence – John C Maxwell
- Leadership is about enabling people to do great work

# Assumptions



- Assumptions drive our behaviour
- We have the freedom to choose the assumptions that guide us.

# 8 Assumptions of Appreciative Inquiry



- In every individual, organisation and situation something works.
- What we focus on becomes our reality.
- Reality is created in the moment and there are multiple realities.
- The language we use creates our reality.
- The art of asking questions in an organisation influences the direction it goes.
- It is important to value differences.
- People journey to the future when they carry forward parts of the past.
- If we carry parts of the past, they should be what is best.



# Reflection Question



- What will be different when you start using the 8 assumptions in your leadership and day today work?

# Secrets of Great Leaders



- Vision – what’s your dream? Is it big enough?
- Unreasonable
- Reading
- Models
- Teachers
- Givers
- Motivators
- ‘Kaizeners’

# Taking it to The Next Level



- Responsibility
- Never seek for permission to perform
- Integrity
- Excellence
  
- *Discussion – How can we sustain leadership responsibility in APLESA?*

# 7 HILLS OF Kampala

- Mengo
- Rubaga
- Namirembe
- Makerere
- Kololo
- Nakasero
- Old kampala

# Our Programs & Client Sample



## Programs

- Customer Service
- Effective Selling Skills
- Marketing skills
- Leadership & Mgt
- Confidence & self esteem
- Personal Development
- Motivational Speaking
- Public Speaking Skills
- Executive one-2-one coaching
- Conflict Resolution
- Team Building
- Communications Skills

## Some of our CLIENTS

1. British Council
2. Uganda Telecom
3. Barclays Bank
4. Hima Cement
5. DFCU
6. World Vision
7. FIDA
8. Phenix Logistics
9. Civil Society Capacity Building Program
10. Uganda Women's Media Network
11. UMA
12. Magazine Center
13. Makerere Institute Of Public Health
14. Kampala Pentecostal Church
15. TASO

**For More Information,  
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