The Science of Self Confidence

(Six audio cassettes or CDs)
Learn how to develop unshakable self-confidence. Brian Tracy explains how to take full and systematic control of your conscious mind. Learn keys of persuading others and techniques for dealing with difficult people. Plus, learn how to become fearless in your work and personal life.

**Session 1: The Foundation of Self-Confidence**

**Session 2: Purpose and Personal Power**
The Laws of Indirect Effect…Attraction…Correspondence…Concentration…Substitution…and Emotion. Clarity, conviction, commitment and consistency. The tragedy of comfort zones. Seeing yourself as a leader. How setting goals can help lead you to greater self-confidence.

**Session 3: Achieving Competence and Mastery**
To achieve competence and mastery, start with self-analysis and self-awareness. Six successful methods to analyze yourself. Simple tests to determine if your job is right for you. Finding your "true place" in life. Three simple rules that will change your life.

**Session 4: The Inner Game of Self-Confidence**

**Session 5: Winning with Others**
Putting the Law of Reciprocity to work on your behalf. Focusing your attention on the other person. Keys to winning with other people. How to increase your popularity. The power of praise and recognition. Keys to good listening.

**Session 6: Succeeding in Personal Relationships**
Your most intimate relationships are reflections of the kind of person that you are. As a living magnet, you can attract the people and circumstances you need. Developing your personality. Meaningful, relevant self-disclosure. Understanding the differences between the sexes.

**Session 7: Getting the Things You Want**

**Session 8: Dealing with Difficult People**
Overcoming the fear of confrontation. Suppression, repression and denial of feelings. The effects of destructive criticism and conditional love. Where does the fear of success come from? Aggressiveness. Techniques for dealing with difficult people.

**Session 9: Capitalizing on Your Strengths**

**Session 10: Health, Fitness and Self-Confidence**
Creating new energy through the high-performance diet. Avoiding the three white poisons. Why diets don't work - by themselves. The wonderful thing about exercise. More keys to health and self-confidence. The "impressions" factor.

Session 11: Triumphing Over Adversity
The Reality Principle. Performing well as a team member, and during crises. Adversity builds character. Responding to disappointments. Mental tools used by society's most effective people to cope with adversity.

Session 12: Self-Confidence in Action