

# Raising awareness of conditioning and the impact of beliefs on behaviour

Every individual is shaped by many beliefs with different origins. These beliefs affect your behaviour, your mood, your choices and your decisions. This means they influence the way your life turns out.

The real question is to ask where these beliefs come from?

At Acosphere, we have identified 4 main origins of beliefs which are broken down into several sub-origins:

#### YOUR ENVIRONMENT

Your first educators are your parents, the environment you live in and the culture of the country where you live.



#### Institutions

The religion you are born into or practice, school with teachers and peers who have made an impression on you, the type of government that runs your country.



#### The media

Newspapers, radio, television, internet and social networks, films and series.



#### Life events

Good or bad, they shape your beliefs.
The people you meet are also very important, since they often determine your choices.

### THEY BELONG TO ONE OF THE FOLLOWING CATEGORIES:

## Limiting beliefs

These are the beliefs that prevent you from making progress, from daring to do what you want. These are all beliefs that you justify with phrases like:

- That's not possible
- · We've never done that here
- That's not how we do it
- A woman can't do that job
- I'm too young for this position
- I didn't study enough for this or that
- I don't speak French well enough to take the floor
- · I'm scared of looking stupid
- I am nothing...
- I can't afford to...

# Motivating beliefs

These are the beliefs that help you to progress, to realise your projects and dreams. These are all beliefs that you express through phrases like:

- I'll try my luck with my project...
- I think I can do it
- I have useful skills and I can do something with them
- I'm the best person to do this job
- I'm sure I'll succeed
- Je ne baisserai pas les bras
- I won't give up...

## **Our advice**

- Work regularly on your motivational beliefs by repeating them to yourself and convincing yourself that you can do anything.
- Find a friend or colleague who you can go on the journey with, helping each other.
- Find books or audio-books on beliefs and increase your knowledge of the subject.







