



NatWest

# NatWest Business Builder

## The Importance of Mindset



Join the conversation

#PowerUp

“

For decades I've been studying **why some people succeed**, while people who are equally talented, do not.

.....  
And over the years I have discovered that **people's mindset plays a crucial part** in this process.

- Carol Dweck

”



# Fixed vs Growth Mindset



## **Fixed Mindset:**

The perspective that character, intelligence, and ability are fixed. You are not in control.

## **Growth Mindset:**

You can change and grow through effort, application and experience. You are in control.





# Notes

---



## Chapter 1 – Reflect on your own mindset...

Take some time to reflect on your own mindset and write down three key reflections from what we have discussed so far, asking yourself...

1. How would you generally describe your own mindset?
2. How would you describe your mindset when faced with a challenge?
3. How would you describe your mindset when something goes wrong?
4. Are there any areas within your life or work that provoke a fixed mindset?
5. Are there any areas in your life or work that you have recently overcome with a growth mindset?



# Notes

---



## Chapter 2 – Reflect on your own mindset...

Use this time to think about your own journey and write down five situations (good and bad) that you maybe hadn't planned for. Think about how you reacted to those situations.

Write your examples down in as much detail as you can, asking yourself the following questions:

- Describe the situation you were faced with.
- What led to that situation?
- How did you feel at the time?
- How did you react in that moment?
- What did you do as a result of that situation?
- Did you take time to reflect on the situation afterwards?

Situation One:

Situation Two:

Situation Three:

Situation Four:

Situation Five:



# Notes

---



“

**E+R=O**

EVENT  
+  
REACTION  
=  
OUTCOME

”



# Chapter 3 - Actions

Now over to you, take some time to revisit the situations that you wrote down at the end of the last chapter, deciding whether you reacted with a fixed or a growth mindset in that situation.

Think about what you have learnt within this module and write down three key actions to develop your mindset further. Remember to make them specific, put a deadline on them – and share them with your fellow entrepreneurs so they can hold you accountable.

1. Action One

**Complete by:**

2. Action Two

**Complete by:**

3. Action Three

**Complete by:**

## Well done, you have completed The Importance of Mindset module!

Continue to develop your mindset through:

- Our library of digital modules on a whole range of topics.
- Join the online community to connect with other like-minded people.
- Sign up to one of our wrap around events across the UK.

**#PowerUp**

**THANK**  
**YOU**



**NatWest**