

Dynamic Traits: The Confident Person

Confidence is a dynamic trait. Being **confident** means being sure of yourself. It means feeling good about yourself. Having confidence gives you a positive attitude. It also gives you the drive to do something. But how do you become confident?

	It's all in the look. Start with the outside. Looking confident is the first step. If you look confident, then you'll start to feel it. Look your best. That means dressing nice, brushing your teeth and combing your hair.
	It's all in the walk. How you walk, stand and sit says a lot about you. Walk tall and with purpose. Stand with your spine straight, shoulders back and chin up. Sit up straight and have a smile on your face.
	It's all in the eyes. Your eyes are powerful. Use them! Look at people in their eyes when you're talking to them. Don't turn away when your eyes meet with others. Give a gentle smile and start a conversation.
	It's all in the approach. Make yourself look welcoming. Don't hide behind your cell phone. Instead, leave yourself open and people will come to you.
	It's all in the mind. Thinking confident is the next step. What are things that you're good at? What do you like about yourself? What do others like about you and what you can do? Think of these positive things always. Don't worry about what others will think of you.
	It's all in the process. Remember, being confident is a process. It's something you work at every day. Once you have it, you need to keep it. Staying positive and putting effort into everything you do will help.
	It's all in the practice. Practice makes perfect. Put yourself into situations that will boost your confidence. Is there something that you're good at? A sport, drawing, writing? If so, work on it. Join a team, an art class or a writing group. The better you get, the more your confidence will build.

Try it out. Get into pairs or small groups. Talk with each other while showing confidence. Do you feel yourself changing?

Famous Quotes About Failing

"Those who dare to fail miserably can achieve greatly."



Robert F. Kennedy

"Our greatest glory is not in never falling, but in rising every time we fall."

Confucius

"There are no mistakes or failures, only lessons."

Denis Waitley

"Sometimes you win and sometimes you learn."

Robert Kiyosaki

"Don't be afraid to make a mistake. But make sure you don't make the same mistake twice."

Akio Morita



Winston Churchill

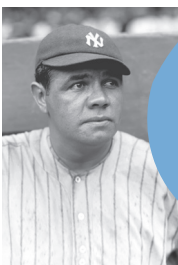
"A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty."

"The only true failure lies in failure to start."

Harold Blake Walker

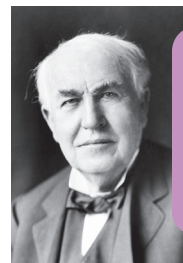
"Success is never permanent, and failure is never final."

Mike Ditka



Babe Ruth

"Every strike brings me closer to the next home run."



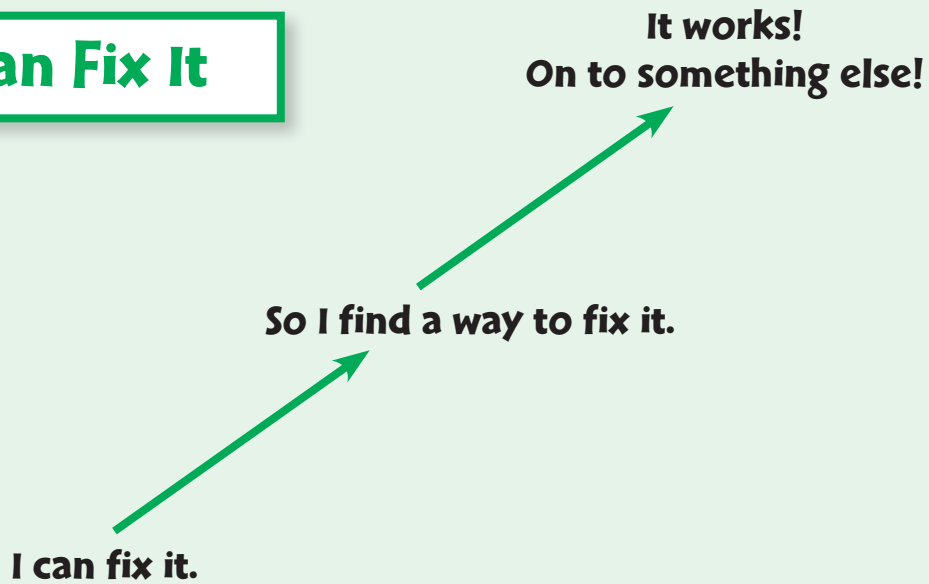
Thomas Edison

"Results! Why, man, I have gotten a lot of results. I know several thousand things that won't work."

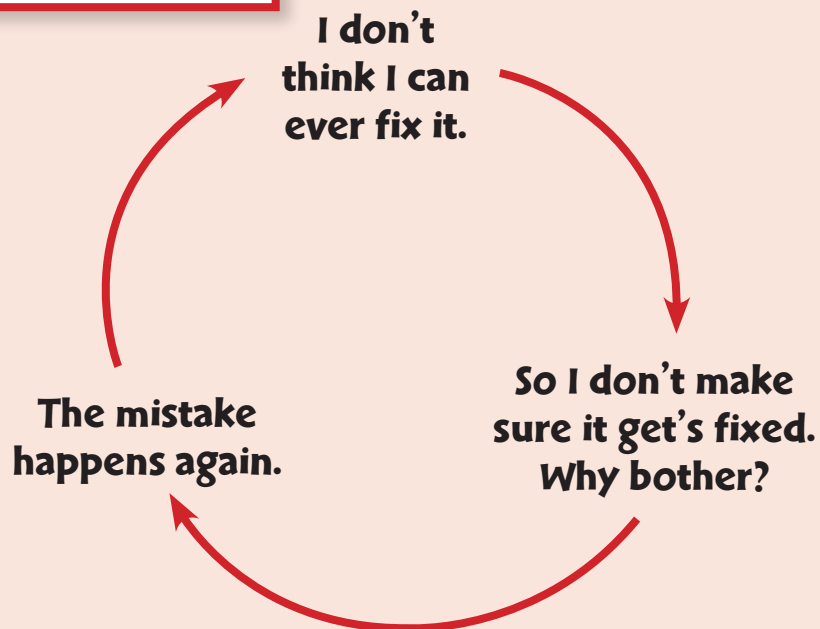
How Do You View Your Mistakes?



I Can Fix It



I Can't Fix It



Great Innovations Throughout History



The Wheel

4500-3300 BCE

ABCDEFGHIH
IJKLMNOPQR
STUVWXYZ

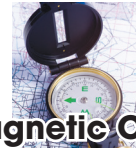
The Alphabet

1850-1700 BCE



Paper Money

740 BCE



The Magnetic Compass

1300s



Electricity

1600s



The Telescope

1608



The Microscope

1620s



Steam Engine

1698



The Telegraph

1816



Steel

1856



The Telephone

1876



The Light Bulb

1879



The Radio

1895



Penicillin

1928



The Internet

1991



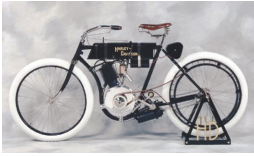
The Smartphone

1992

Innovation in an American Icon

For well over 100 years, **Harley Davidson** has been innovating. There were many "firsts" over the centuries. Starting with creating a motorized bicycle. Now, **Harley Davidson** is the best-known motorcycle in the world. Search the Internet for the company's innovative highlights.

1. What year was the first Harley Davidson Motorcycle (HD)?



2. Who were the original founders of HD?



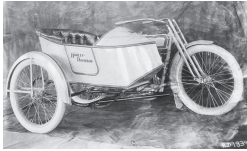
3. Where was the first HD store?



4. What year was the HD V-Twin motor introduced?



5. What new innovation was introduced in 1914?



6. What HD Tank design took place in 1925?



7. When was the famous HD "Knucklehead" motor introduced?



8. In 1941, why did the U.S. government purchase most of the HD motorcycles?



9. What club did HD start in 1983?



10. What year was the HD V-Rod introduced?

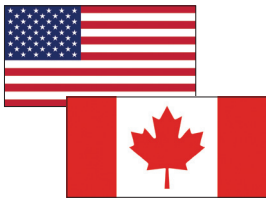


1. 1903 2. William Harley and Arthur & Walter Davidson 3. Chicago, 1904 4. 1909 5. The sidecar 6. Teardrop shape 7. 1936 8. Used in World War II 9. HOG - Harley Owners Group 10. 2001

Adapting to Different Customs

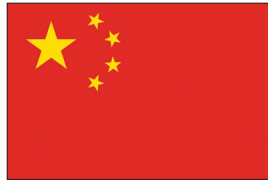
Different countries have different traditions and customs. Being able to adapt to these changing customs will be a benefit. Here are some customs when first meeting someone in different countries.

North America



It is customary to **shake hands** when greeting someone.

China



It's customary to **exchange business cards** when meeting others. When doing this, use both hands and never write on them.

Korea



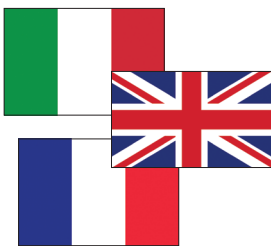
In Korea, the person of lower status should always **bow to the person of higher status** first when meeting.

India



Pressing your palms together, tipping your head forward slightly, and saying "Namaste" is your typical greeting here.

Europe



A quick kiss on both cheeks is how you greet friends. Otherwise, a **handshake** will do.

South America



In Brazil, **a kiss on both cheeks** is the norm. In Argentina, **a single kiss on the right cheek** and **a casual hug** will get you by.

Australia



A **handshake** and **"G'day"** is your standard greeting, but feel free to give one cheek kiss to friends.

Thailand



Show respect when greeting others by **pressing your palms together and bowing your forehead to touch your fingertips.**