

# Chapter 1

## Lesson 3

### What's Your BQ (Belief Quotient)?

**Theme: How Beliefs Affect Decisions**

#### **Lesson Objective:**

Students will know their beliefs and how their beliefs influence their decisions. (See matrix for Arizona Academic/Adult Standards).

#### **Steps to Follow:**

**“We can do anything we want to do if we stick to it long enough.” -- Helen Keller**

**“Lose your temper and lose a friend, lie and lose yourself.” – Hopi**

- Resiliency and the skills that build resiliency are the theme of *M2W* Chapter 3.

#### **Perception**

1. Complete *Perception S1*. Discuss the quotations on the worksheet.
2. Complete *The Meaning of Perception S2*.

#### **Beliefs**

1. Post one of the quotations. Discuss how it may apply to this lesson and your beliefs about yourself and the world.
2. Determine working definitions of optimism/pessimism, reality/perception, internal/external locus of control. Have students brainstorm ideas and examples. Use the words in illustrative sentences.
3. Discuss the connection between beliefs and success in attaining goals. Emphasize that confidence and belief in yourself, may be as important to success as ability, persistence and imagination. Confident people know that attaining goals doesn't happen by magic—it requires effort. Confident people are willing to expend the effort and keep trying.
4. Complete *What is His BQ (Belief Quotient)? S3*

5. Complete *Roberto's Story S4*.
6. Explain that getting along with others is an important aspect of succeeding, especially at work. Employees have to get along with their bosses, co-workers, and customers. Discuss the fact that a person can't acquire "people skills" overnight—they take lots of practice!
7. Look at the four *The Four Self-assessments, Self-esteem, Confidence, Getting Along and Respect for Self and Others S5*. Ask: Which area they think is their natural strength and which is their natural weakness. Ask: How do time and place affect your thoughts, feelings and behavior? Tell: Think of a situation when you felt, thought and acted with confidence. Think of a situation when you lacked those confident feelings, thoughts and behavior. Ask: How does high emotion, great sadness, or happiness affect your confidence and ability to get along with people? What about the affect of your physical wellness or being "stressed out"?
8. Ask: What can you learn from self-assessments? Tell: When you answer the questions in these assessments, think about how you are, in general.
9. Complete *The Four Self-assessments, Self-esteem, Confidence, Getting Along and Respect for Self and Others S5*.
10. Complete *Think About It S6*.

## **Materials:**

*Perception S1*

*The Meaning of Perception S2.*

*What is His BQ (Belief Quotient)? S3*

*Roberto's Story S4*

*The Four Self-assessments, Self-esteem, Confidence, Getting Along and Respect for Self and Others S5*

*Think About It S6.*

## **Evaluation:**

Rubric

## **Enrichment:**

Ask students to write a paragraph that describes what they think their life will be like in 5 years\*. Then write a second paragraph that reframes this scenario into a more optimistic, but still realistic outcome. In a third paragraph, the student should describe the assumptions and beliefs they will change to make the second scenario happen. Point out that even if the student will still be incarcerated, from this day onward, is their future. Their life will happen. They can make plans and live day-by-day while they're "in" and prepare for their future "out." (\*Or 1 year, or 6 months, or 3 months.)

Discuss beliefs, perceptions

- Read *Happy People EN1*. Read *Affirmations EN2*. Have students add ideas that work for them to change their perspective. Remind students that changing your self-talk, perceptions and point of view, doesn't necessarily mean, "be positive" "think good thoughts" "put on a happy face." It may mean thoughts such as, "I will not let him push my buttons," "Make a good choice here, I have the power to make this better or worse for myself," "I don't need to decide this right now, I will not be pressured," "Stop and think, first I need to talk with \_\_\_\_\_, I trust her."
- Watch movies such as *Life is Beautiful*, *Good Will Hunting*, *Dead Poet's Society*, *Good Morning, Vietnam*, *Schindler's List*.

**S1**

## Define perception.

**Perception is not just physical seeing.  
People do not just sense their world - they make sense of it.**

# your perception

[illegible]

your thoughts, feelings,  
behavior

## The Meaning of Perception

S2

Can you change your perception? Sure stand on your head, that will get you to look at things in a different way! Can you change your perception of things in other ways? Of course, and your perceptions are changing all the time as you experience, learn and grow into being you.

Think about someone you know who thinks that their point of view *is the only one* – and *the only right one*. This person is lacking the skills that you are learning in the *M2W* lessons. Specifically, this person is not skillful enough to stop and think, take a look around, increase his awareness of himself and his world.

To illustrate that perception is taught, developed and changed just like any other skill, complete these next exercises. As perception changes, thinking changes. When thinking changes, behavior changes.

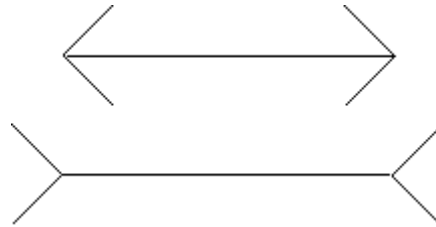
## Exercise #1

This is a famous picture. What does it look like to you, an old lady or a young woman?



Some people see a young lady looking away. Others see an old lady looking down. Depending how you look at. Can you see them both (squint, if you're having trouble)? The picture hasn't changed, but you have chosen to look in a way.

Which line is longer?



They are exactly the same size. However the bottom one looks longer than the top one. It is an optical illusion tricking us into assigning a different meaning to what we see.



Do you see a vase or do you see two faces looking at each other?

## **The Meaning of Perception (Page 2)**

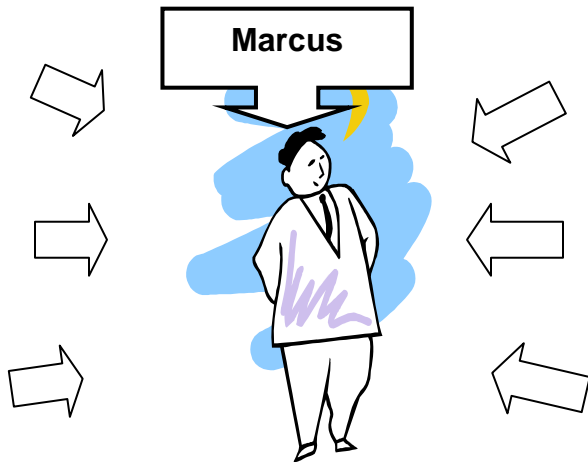
**S2**

The meaning of something will change when you look at it differently. You can look at anything differently and it will have a different meaning.

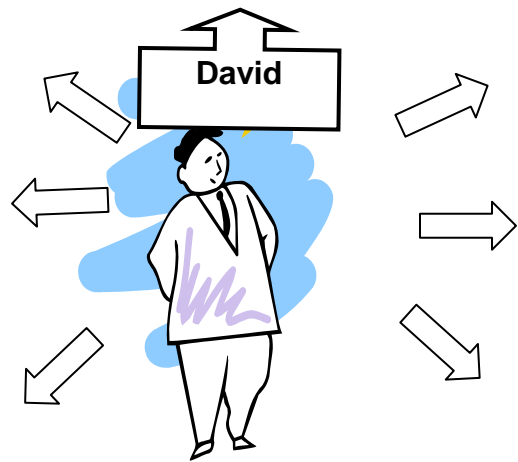
There is no fixed meaning to anything. You can always change perspectives and change meanings.

## What's His BQ (Belief Quotient)?

S3



Marcus isn't a very confident person. The arrows represent Marcus's beliefs, feelings and thoughts about himself and his world—things are always happening *to* him. Although he thinks he tries and tries, he thinks he never gets a break like other people. He believes things aren't really within his control. He often sees himself as a victim of the system or other people. Marcus's point of view leads him to avoid making decisions or taking action to achieve his goals. He thinks in rigid absolutes, and thinks things don't change. His interpretation of events, "Things never work out." "They always get what they want." "That's just the way I am." He has quit trying to succeed. He's a "would have," "should have," "could have" kind of guy who often feels helpless, angry and hopeless.



David is a confident person. The arrows show his point of view; he looks at the world around him. He takes action to make things happen. By setting goals and planning, David works to achieve the things he wants in life. He knows that not everything is within his control—unforeseen things do happen. However, he believes he can overcome problems. David feels that some of the best things in his life happened as a result of an obstacle or change he didn't predict. When things don't go as planned, he refuses to believe he is helpless. He is proud that he can manage his own life, his own emotions, his own thoughts and his own behavior. He feels he is always working toward being himself, "I'm a work in progress," he tells others. He consciously changes negative thoughts and feelings that hold him back, to more optimistic thoughts and feelings "I can do this"—he knows from experience his actions are a reflection of what he's feeling and thinking.



**S3**

- his place in the world

- ## his place in the world

- 
- 66

I barely graduated from high school. I feel I was lucky to get my diploma—most of my grades were C's and D's. I paid a lot more attention to my friends than my schoolwork, so I never learned to study. I grew up feeling dumber than everyone else. When I got out of high school, I didn't even consider going to college or a trade school. I went to work as a helper at a construction company and later became a carpenter. I learned to be good at my work, and even became a supervisor.

Several years ago, I hurt my back and had to have surgery. My doctor told me I should find another way to earn a living, or I would injure my back again. I decided to confront my old beliefs about not being smart enough to do well in school. I enrolled in a psychology course at a community college. I enjoyed learning about human behavior and received an A for my hard work. The experience changed my life. By changing my old beliefs about my abilities, I was able to get a college education and change my career path. I now have a degree in psychology and work as a counselor.

Roberto changed his beliefs about school, which increased his career choices.

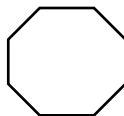
## Old Beliefs

I can't do well in school.  
I'm not smart enough to go to college.  
College is too hard for me.  
I'll be a carpenter for my whole career

## New Beliefs

I can get good grades.  
I can pass the course.  
By working hard, I can succeed  
I enjoy the challenge of learning new things

~~~~~  
**Think About It:**



Write three of your current beliefs about school and your abilities. Are there any that limit you? Change each one to a new more positive outlook.

## My Current Beliefs

## My New Beliefs

## Self Assessment

S5

### Self-esteem

How often is this true about you?

|                                            | Never | Seldom | Not Sure | Most of the time | Always | My Score |
|--------------------------------------------|-------|--------|----------|------------------|--------|----------|
| 1. I look nice                             | 1     | 2      | 3        | 4                | 5      | _____    |
| 2. People like me                          | 1     | 2      | 3        | 4                | 5      | _____    |
| 3. I am helpful                            | 1     | 2      | 3        | 4                | 5      | _____    |
| 4. I do good work                          | 1     | 2      | 3        | 4                | 5      | _____    |
| 5. My family is proud of me                | 1     | 2      | 3        | 4                | 5      | _____    |
| 6. People like to have me join their group | 1     | 2      | 3        | 4                | 5      | _____    |
| 7. I do the best I can with what I've got  | 1     | 2      | 3        | 4                | 5      | _____    |
| 8. I am proud to be me                     | 1     | 2      | 3        | 4                | 5      | _____    |

Self-esteem total \_\_\_\_\_

**Confidence**

How often is this true about you?

|                                                                                         | Never | Seldom | Not Sure | Most of the time | Always | My Score |
|-----------------------------------------------------------------------------------------|-------|--------|----------|------------------|--------|----------|
| 1. I like to try new things                                                             | 1     | 2      | 3        | 4                | 5      | _____    |
| 2. I can become good at most things I really want to do                                 | 1     | 2      | 3        | 4                | 5      | _____    |
| 3. When I want to learn something, I keep trying until I get it                         | 1     | 2      | 3        | 4                | 5      | _____    |
| 4. If I make a mistake or if I am wrong about something, I admit it                     | 1     | 2      | 3        | 4                | 5      | _____    |
| 5. If I am afraid to do something, I admit it                                           | 1     | 2      | 3        | 4                | 5      | _____    |
| 6. If a job is too hard for me to handle by myself, I ask for help                      | 1     | 2      | 3        | 4                | 5      | _____    |
| 7. I am willing to listen to other people's ideas, even if they are different from mine | 1     | 2      | 3        | 4                | 5      | _____    |
| 8. I can take care of myself pretty well                                                | 1     | 2      | 3        | 4                | 5      | _____    |

Confidence total \_\_\_\_\_

**Getting Along**

How often is this true about you?

|                                                                                     | Never | Seldom | Not<br>Sure | Most<br>of<br>the<br>time | Always | My<br>Score |
|-------------------------------------------------------------------------------------|-------|--------|-------------|---------------------------|--------|-------------|
| 1. I am a cheerful person                                                           | 1     | 2      | 3           | 4                         | 5      | _____       |
| 2. I am polite                                                                      | 1     | 2      | 3           | 4                         | 5      | _____       |
| 3. I make friends easily                                                            | 1     | 2      | 3           | 4                         | 5      | _____       |
| 4. I am easy to get along<br>with                                                   | 1     | 2      | 3           | 4                         | 5      | _____       |
| 5. I like to meet new<br>people                                                     | 1     | 2      | 3           | 4                         | 5      | _____       |
| 6. I feel comfortable with<br>most people, even if<br>they are different from<br>me | 1     | 2      | 3           | 4                         | 5      | _____       |
| 7. I have a good sense of<br>humor                                                  | 1     | 2      | 3           | 4                         | 5      | _____       |
| 8. I can control my temper                                                          | 1     | 2      | 3           | 4                         | 5      | _____       |

Getting Along Total \_\_\_\_\_

**Respect for Self and Others**

How often is this true about you?

|                                                                                              | Never | Seldom | Not Sure | Most of the time | Always | My Score |
|----------------------------------------------------------------------------------------------|-------|--------|----------|------------------|--------|----------|
| 1. I respect other people's things                                                           | 1     | 2      | 3        | 4                | 5      | _____    |
| 2. I respect other people's personal and civil rights                                        | 1     | 2      | 3        | 4                | 5      | _____    |
| 3. I respect other people's ways of looking at things, their lifestyles, and their attitudes | 1     | 2      | 3        | 4                | 5      | _____    |
| 4. I respect my own beliefs and values and express them to others                            | 1     | 2      | 3        | 4                | 5      | _____    |
| 5. I know what I believe is "fair" and "not fair" and express them to others                 | 1     | 2      | 3        | 4                | 5      | _____    |
| 6. I make decisions based on what I believe                                                  | 1     | 2      | 3        | 4                | 5      | _____    |
| 7. When friends go through hard times, I talk to them about how they feel                    | 1     | 2      | 3        | 4                | 5      | _____    |
| 8. I show appreciation for things others do for me                                           | 1     | 2      | 3        | 4                | 5      | _____    |

Respect Total \_\_\_\_\_



## My Personal Belief Quotient

S6

|                                                    | Yes | No | Maybe |
|----------------------------------------------------|-----|----|-------|
| 1. I am optimistic.                                |     |    |       |
| 2. I am pessimistic.                               |     |    |       |
| 3. I keep the power to run my own life.            |     |    |       |
| 4. I give away my power to run my own life.        |     |    |       |
| 5. I loose control.                                |     |    |       |
| 6. I can make my life go the way I wan t it to go. |     |    |       |
| 7. I can change my thoughts.                       |     |    |       |
| 8. I can change my feelings.                       |     |    |       |
| 9. I can change my behavior.                       |     |    |       |
| 10. I am a victim.                                 |     |    |       |

**Other beliefs I have about:**

**Myself**

**The world**

**My place in the world**



# Happy People Stay That Way In Surprisingly Similar Ways

(Adapted from an article by Ellen Futterman)

EN1

When San Francisco Bay area corporate consultants Rick Foster and Greg Hicks set out to determine what it means to be truly happy, they expected to record 100 different inspirational stories.

Their research took them across two continents, from cosmopolitan cities to rural farms. Yet despite the various ethnic, cultural and socio-economic backgrounds of the happy subjects they encountered, all of them echoed the same nine basic themes involved in their own happiness.

The results of Foster and Hicks' three-year study is part of a new book, "How We Choose to be Happy: The 9 Choices of Extremely Happy People" (G.P. Putnam, \$21.95). Recently, the authors came to St. Louis and talked about their findings.

## **Q: How do you define happiness?**

**Foster:** It's really a confluence of three things – a sense of emotional centeredness; a sense of emotional capability; in other words to feel both great joy and profound sadness, and a sense of emotional contentment.

## **Q: What role does sadness play in being happy?**

**Hicks:** Truly happy people do not deny the negative emotions they feel. One thing nearly every happy person we spoke to said is they weren't happy all the time. You can only live life to its fullest when you feel the entire emotional palette.

**Foster:** One of the hallmarks of a truly happy person is to be able to move through sadness with elegance, grace and efficiency.

## **Q: Are some people born happier than others?**

**Foster:** About 50 percent of your sense of well-being is inherited. The other 50 percent is behavioral. These people actually taught themselves to be a great deal happier.

## **Q: How can parents raise their children to be happy?**

**Hicks:** Some people think that if they give their children what they want and take them places they'll be happy. But you can't make anyone else happy. Happiness is internal. Really the best way is for parents to model the nine choices of happy people so that their kids can see the behavior in action. Parents are their children's guides.

**Q: In your experience interviewing happy people, did having money figure into people's happiness?**

## Happy People Stay That Way In Surprisingly Similar Ways (Page 2)

EN1

**Foster:** If you're asking whether money can buy happiness, the answer is an emphatic no. Money can buy enjoyment. But again, happiness is something that can only come from within.

**Q: How much of a role does diet and exercise play in happiness?**

**Foster:** It definitely figures in. When you're dieting and exercising you're being accountable to yourself, which is one of the keys to being happy. Also, we believe all of these behaviors have biochemical results. Diet and exercise create similar biochemical changes.

**Q: How does one try to remain happy amid lots of change and upheaval at work?**

**Hicks:** Think appreciation. The most powerful tool is to see what there is to appreciate. It could be your co-workers. It could be flexibility in your work hours. And at some point you may have to identify if it's all worth it. Sometimes the best decision is to leave.

**Foster:** Often, you can't control the chaos but you can control your reaction to chaos.

**Q: What was the biggest surprise in researching the book?**

**Hicks:** That everyone we interviewed told us the same nine things. We fully expected to hear that loving relationships and financial security were the keys to happiness. But the people we spoke to didn't mention either. Love and success were the outcomes, rather than the causes, of their happiness.

**Foster:** The great thing is that happiness doesn't depend on anyone or anything.

## **THE 9 RULES OF CHOICE FOR HAPPY PEOPLE**

Authors Rick Foster and Greg Hicks found that most deeply happy people follow a similar model that involves the same nine internal choices. They are:

**INTENTION** – The active desire and commitment to be happy and the fully conscious decision to choose happiness over unhappiness.

**ACCOUNTABILITY** – The choice to create a life you want, to assume full personal responsibility for your actions, thoughts and feelings, and the emphatic refusal to blame others for your unhappiness.

**IDENTIFICATION** – The ongoing process of looking deeply within yourself to assess what makes you uniquely happy, apart from what you're told by others should make you happy.

## Happy People Stay That Way In Surprisingly Similar Ways (Page 3)

EN1

**CENTRALITY** – The non-negotiable insistence on making that, which creates happiness central in your life.

**RECASTING** – The choice to convert problems into opportunities, and to transform trauma into something meaningful, important and a source of emotional strength.

**OPTIONS** – The decision to approach life by creating multiple scenarios, to be open to new possibilities, and to adopt a flexible approach to life's journey.

**APPRECIATION** – The choice to deeply appreciate your life and the people in it, and to stay in the present by seeing each experience as something valuable.

**GIVING** – The choice to share yourself with friends and community and to give to the world at large without the expectation of a “return.”

**TRUTHFULNESS** – The choice to be honest with yourself and others in an accountable manner by not allowing societal, corporate or family demands to violate your internal contract.

## AFFIRMATIONS

EN2

**I choose to be my own person.**

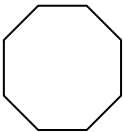
**I can affect what happens to me.**

**I decide how I am going to react to a situation.**

**I am what I make myself.**

**I decide how I feel.**

**Control of my life is one thing I shouldn't give away**



Add affirmations that help you. Make them short, positive and direct.