



Project my personal image with confidence



Believe in yourself as a manager

Visualising yourself in the role of the best manager you have ever known is a very powerful way of becoming a good manager yourself.

We have had very experienced senior managers come to see us for coaching who still say they feel a fraud. They feel that they are simply play-acting at being a manager, and one day they may be found out.

During World War II, one of the youngest generals to be appointed went home to his wife and said. 'I'm worried that people won't take me seriously.' His wife replied, 'Dress like a general, behave like a general, and everyone will believe you are a general.'

Often managers say the reason they cannot be like their ideal manager is that they do not have the power and position to wield authority. But success does not depend on the power of the role but on our attitude and approach to the role we have been given.

Write down the attributes of the best manager you have ever had – detail his or her strengths.

- What did you admire?
- How did he/she behave?
- How did he/she interact with his/her team, his/her peers, his/her superiors, his/her customers?
- How did he/she carry himself/herself?
- How did he/she dress?
- How did he/she cope with stress?

The best manager I ever had ...

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Visualisation exercise

Having built up the picture of your best manager, we suggest you find yourself a quiet space to do the visualisation exercise. A good time might be last thing at night before going to sleep.

- Close your eyes and imagine a version of yourself observing your ideal manager, who is on a stage. You are in the audience watching him/her.
- As you watch, you see your ideal manager passing on his/her attributes to you on stage.
- Each attribute that you have listed, one at a time, moves from him/her to you.
- As you watch, you feel yourself absorbing that knowledge.
- You may see yourself stand as he/she would stand; talk with the wisdom of his/her words; take on his/her ability to deal with difficult situations in a positive way; interact and inspire members of his/her team.
- With each new piece of wisdom you feel yourself becoming more and more confident.
- As you watch from the audience, you notice the changes taking place in the version of yourself on stage. You are becoming more like the manager you admire.
- Allow your body to move from the audience into that new version of yourself on stage.
- Feel all the energy and confidence flow through you.
- Focus on that positive feeling and hold it with all your senses: sight, hearing, touch, smell and taste.
- Repeat this exercise regularly, and gradually it will become easier to slip into your ideal manager's shoes.

As you begin your management role, use this visualisation method to ask your ideal manager on stage how he/she would deal with the situations that arise, and solutions will come to you.