

CONTENTS

Introduction	1
Part One – Explaining Poor Confidence	7
1 Scripts	9
2 Mindset	22
3 Reactions	34
4 The Journey	45
Part Two – The Alchemy of Confidence	57
5 Optimism and Resilience	59
6 Self-Efficacy and Talent	69
7 Courage and Extraversion	78
8 Trust and Judgement	87
Part Three – Achievement	97
9 Identity	99
10 Goals	110
11 The Plan	120

Part Four – Situations	133
12 Shyness	135
13 Developing Confidence at Work	147
14 Working with Others	157
15 Dating	170
Part Five – Barriers	179
16 Prejudice	181
17 Procrastination	188
18 Depression	194
19 Stress and Anxiety	202
20 Hubris	210
The Route to Confidence – in Seven Stages	221
What the Psychologists Say	224
Bibliography	233
About Robert Kelsey	237
Index	239