

The Psychology of Success

# TURNING CHAOS INTO OPPORTUNITY

Presented Exclusively To

*Coca-Cola*



# Navigating Through Constant Change



- Change is constant, but it does not mean there has to be chaos.
- We cannot stop or manage change, but we can control how we react and respond to it.
- Rather than focusing on the fear and frustration of the uncontrollable, focus on you!!



# Control What You Can, Let Go of the Rest

---

## What you can control:

- Your own thoughts
- Your own emotions
- Your own behaviors
- Your own choices
- Your own decisions

## What you can't control:

- Other people's thoughts
- Other people's emotions
- Other people's behaviors
- Other people's choices
- Organizational change
- The pandemic
- Weather
- Outcome of situations

# Resources

- Copies of slides.
- Downloadable handouts.
- Additional articles & links.

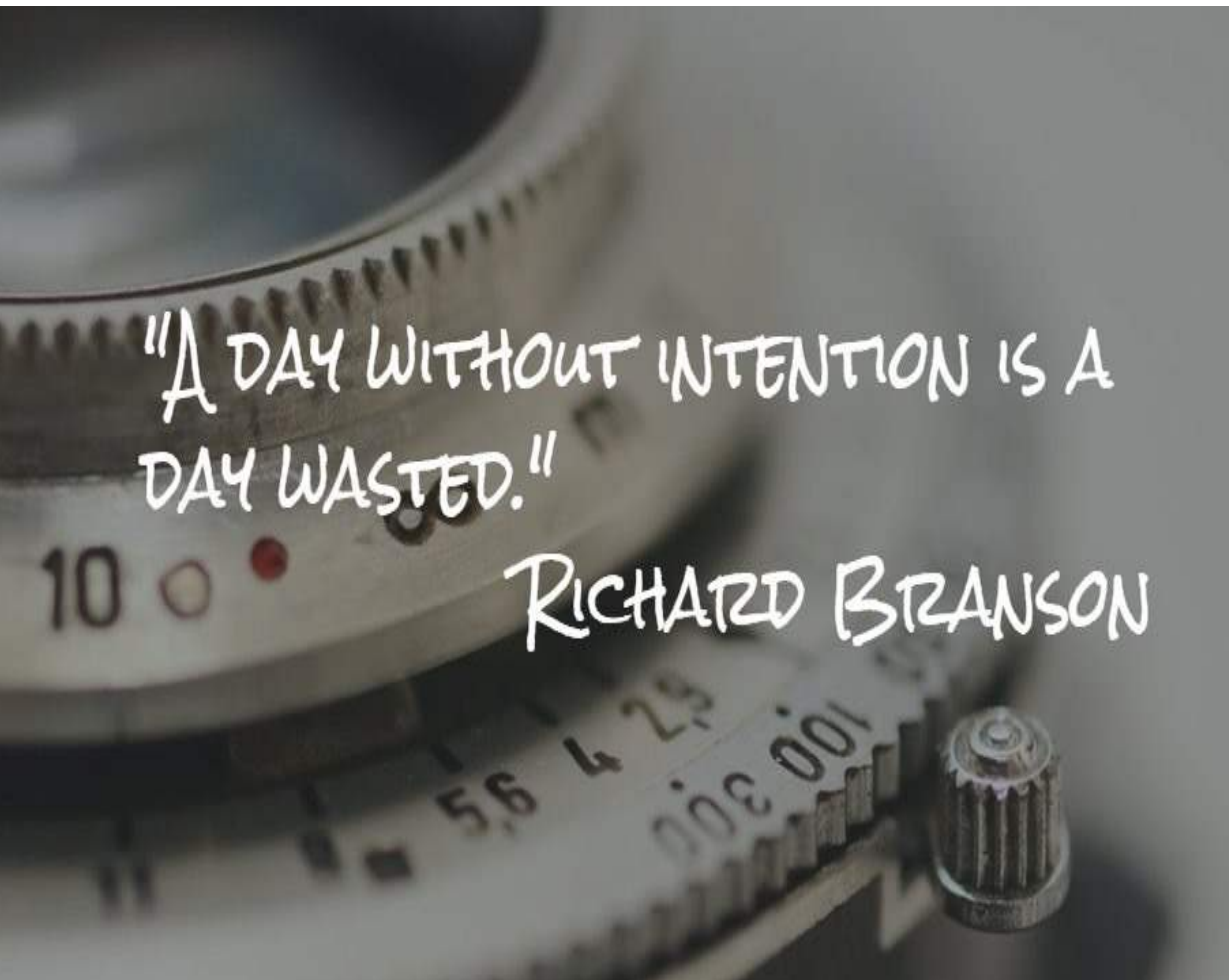


# Today's Objectives

1. Identify Your Passion
2. Revitalize Your Purpose
3. Motivate & Empower Yourself
4. Communicate Effectively
5. Collaborate for Success
6. Plan to Achieve Your Goals



# What's Your Goal for Today Session?



"A DAY WITHOUT INTENTION IS A  
DAY WASTED."

RICHARD BRANSON

Share one key  
takeaway you  
would like to get  
from today's  
session in the chat

# Identify Your Passion

- Ignite your ambition & inner fire
- Ask yourself the Miracle Question
- Tend to your dreams as self-care
- Know that personal & professional success are two sides of the same coin
- Embrace your worth



# Revitalize Your Purpose

- What are your unique gifts, talents & strengths?
- How might these benefit Coca-Cola in new ways?
- How can you see yourself expand and succeed within the company?
- How would that enrich your life?





# Motivate & Empower Yourself



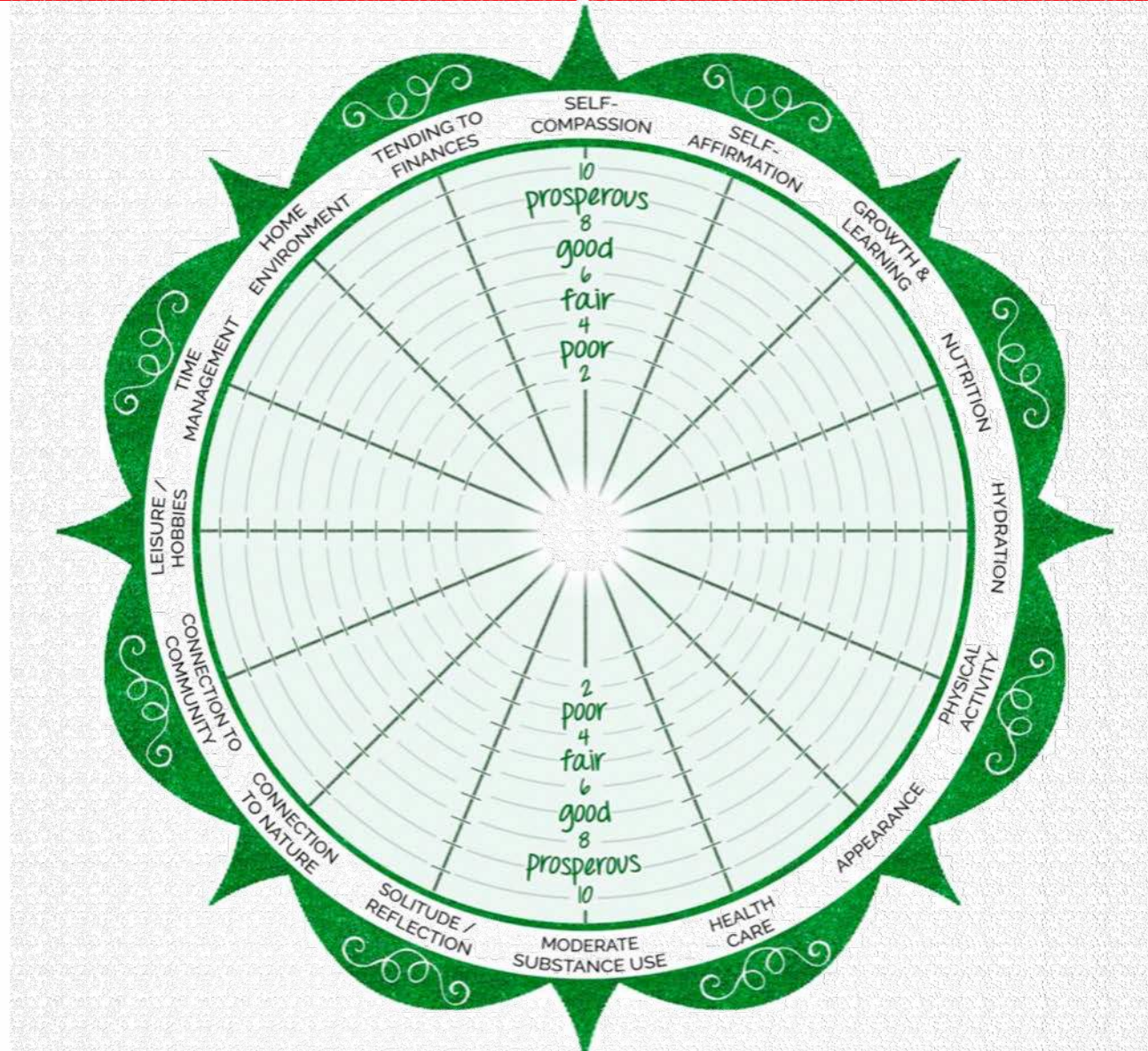
## Combat Procrastination

- Dial down perfectionism
- Silence your Inner Saboteur
- Prioritize & break down tasks
- Ask for accountability

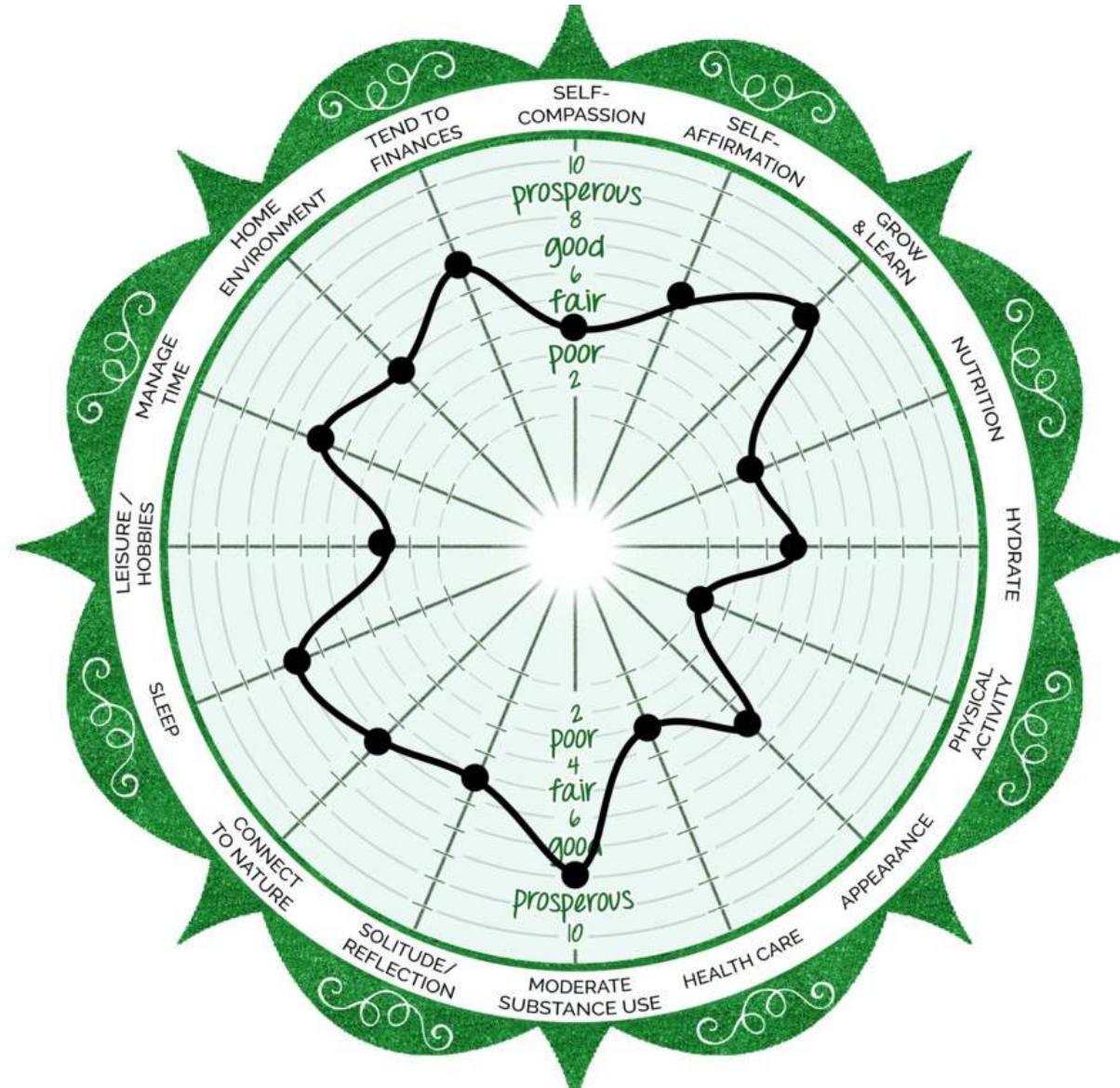
## Overcome Burnout

- Manage your energy
- Cell phone analogy
- Self-Love Wheel handout

# Self-Love Wheel



# Sample Completed Self-Love Wheel





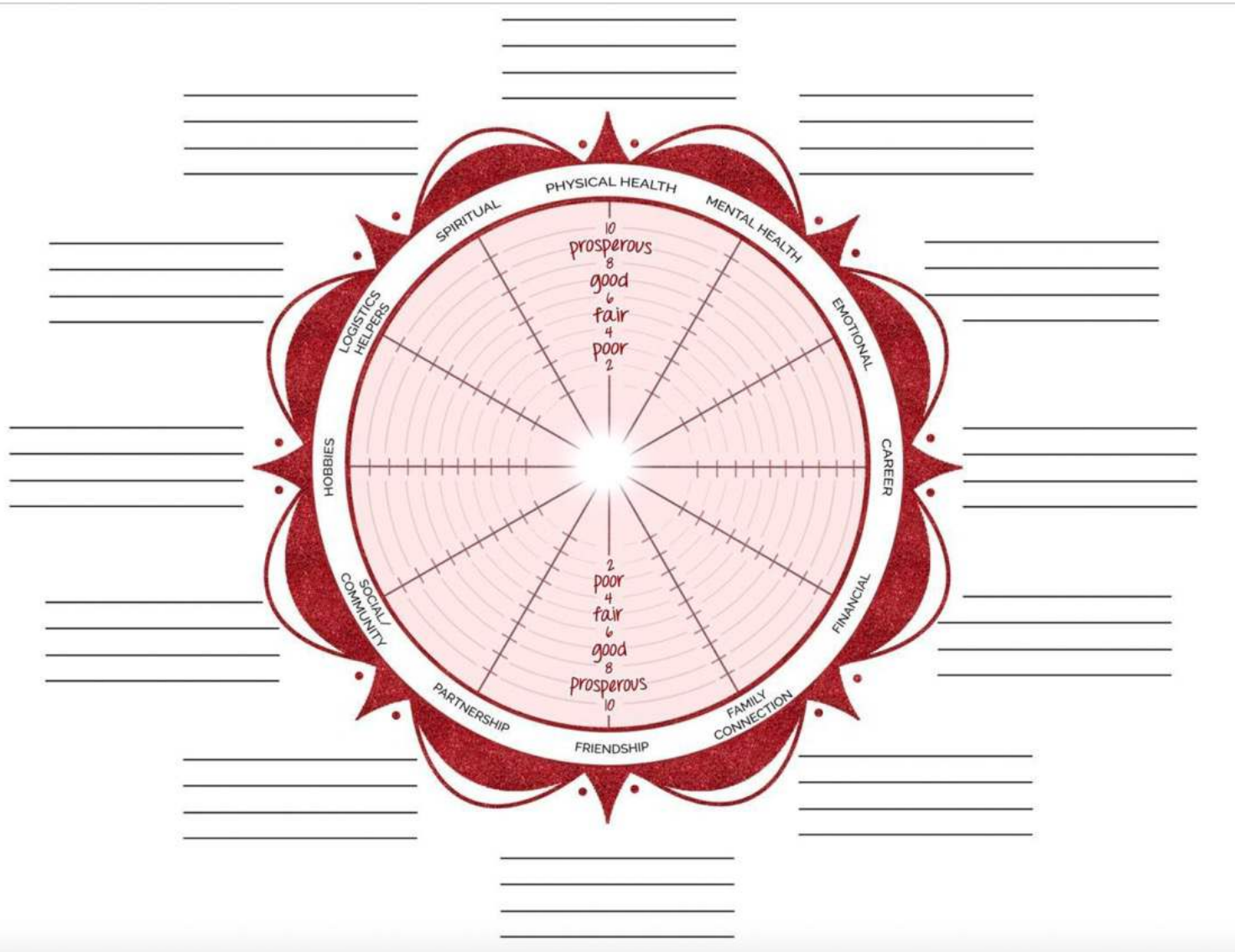
# Communicate Effectively: Asking for Help

---

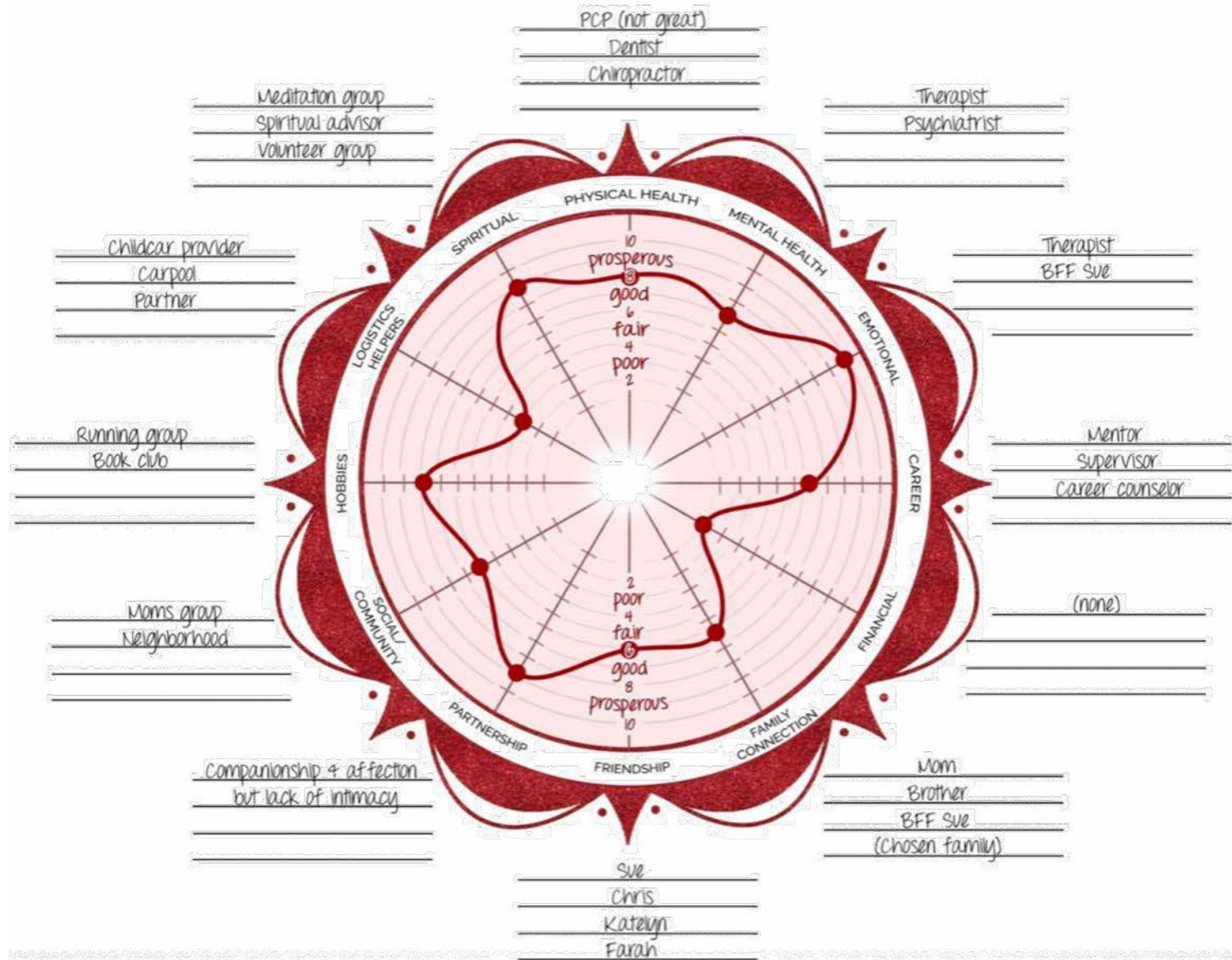
- Transcend the barriers to asking for support
  - Learned helplessness, pride, fear, etc.
- Recognize that asking for help is self-care
- Be proactive—anticipate your needs
- Ask the people who are capable and be specific
  - Start with resources & people available to you
- Complete the Support Network Wheel handout



# Support Network Wheel



# Sample Completed Support Wheel



# Communicate Effectively: Difficult Conversations

- Advocate with assertive communication
  - Not passive or aggressive
- Be honest, direct & kind
- Be proactive, not defensive
- Be responsive, not reactive
- Demonstrate respect for self & others
- Be diplomatic & professional
- Be mindful of tone & non-verbal behavior
- Avoid conflict over text, email, or messaging
- Face to face, or voice to voice is best





# Difficult Conversation Starters

---

- “I’d like to schedule a short call with you to discuss X.”
- “It seems like we may have had a misunderstanding. I’m wondering if we could set up a time to get back on the same page.”
- “It seems like you might be upset with me, and I would like to understand and work through it.”
- “I’m wondering if it might be easier for us to chat about this in person.”
- “I’m struggling with X and am wondering if we could please talk about it.”



# Collaborate for Success

- Facilitate lateral leadership
- Look for the win-win
- Facilitate psychological safety
- Be part of the solution
- Cultivate an abundance mindset:
  - Collaborative, not competitive
  - Open & flexible, not rigid
  - Team player, not operating in silos





# Plan to Achieve Your Goals

---

- Identify heroes who light the way
- Utilize mentors, peer groups & accountability partners
- Create a vision board & 1-3-5 year work-life plan
- Utilize ERGs, EAP & professional development resources
- Get involved in your professional association
- Set SMART Goals handout:
  - Specific, Measurable, Achievable, Realistic, Timely
  - Envision success and act, “As If”
  - Communicate your dreams to higher ups



**When you refuse to  
believe something  
is impossible, it  
becomes  
POSSIBLE.**







FEATURED ON



weightwatchers  
reimagined

---



**Resilience is the ability to fully engage in life, recover from challenges, and increase the capacity to thrive in the future.**

**Joyce Marter**



SUCCESS is to live openly, authentically, & lovingly in alignment with the highest good of self & others – to the greatest extent possible.”





# Thank You!

[www.joyce-marter.com](http://www.joyce-marter.com)  
[joyce@joyce-marter.com](mailto:joyce@joyce-marter.com)



Joyce\_Marter



Joyce Marter



Joyce.Marter



Joyce Marter



JoyceMarterLCPC



Joyce\_Marter



**Scan me!**

**Joyce Marter**