

The Ultimate Negotiation: Self-Talk

It is common for us to be encouraging to other people. We compliment others. We encourage our friends to stay strong through a trial. We encourage our children and other family members to do their best and dream big.

What is the content of our self-talk?

“Self-talk” is the thoughts, ideas, words and so forth that runs through our head pertaining to ourselves. It’s how we judge ourselves. It’s how we feel about our performance. It is what we expect from ourselves and what we accept to be true about who we are and what we are capable of doing.

There are basically two kinds, positive self-talk and negative self-talk.

What are your trends when it comes to self-talk?

Positive:

Negative:

Sometimes we “adopt” our self-talk from outside sources. They don’t necessarily “belong” to us.

Examples of how our self-talk can be swayed are but are not limited to:

- Environmental or mental distractions
- Other peoples words, opinions, or actions
- Lack of resources

Consider what you will “own”. Consider what your truth is. Consider what you want your truth to be. Your self-talk is your personal power. Are you negotiating to your advantage or disadvantage?