# Growth Mindset "How to grow?"

safe great™





# Why do great teams make more mistakes than average ones?

### fearless organization

Creating Psychological Safety in the Workplace for Learning, Innovation, and Growth



WILEY



### 1. PSYCHOLOGICAL SAFETY IS KEY FOR GROWTH & CHANGE

### No one was ever fired for being silent



# **CONSPIRACY OF SILENCE**

# Making global organizations SAFE for great work



### "Most people are really busy holding themselves back"





a some B

### GREAT

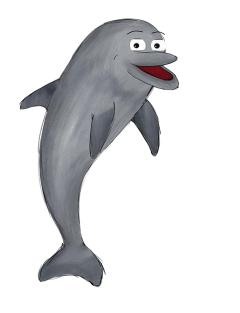
### GROWTH MINDSET

SAFE

50

L

### **COMMITMENT PREMIUM**



- Customer service
- Innovation
- Collaboration
- Go the extra mile
- Take risks and grow
- Change readiness
- **Psychological Safety**
- Share critical information
- **Retain talent**











**Richard Baldwin** 

# GLOBOTICS UPHEAVAL

Globalization, Robotics, and the Future of Work



### **3 Great Transformations**

### **3. Services to Digitalization**

"...a shift from things to thoughts, from hands to heads, from manual to mental, from brawn to brains, and from tangible to intangible. (Baldwin, Richard. The Globotics Upheaval: Globalisation, Robotics and the Future of Work. Orion. Kindle Edition.)

### **2. Manufacturing to Services**

When computers and integrated circuits started getting useful in the 1970s, automation crossed a "continental divide" of sorts. There are many ways of characterizing this crossing—a shift from things to thoughts, from hands to heads, from manual to mental, from brawn to brains, and from tangible to intangible. (Baldwin, Richard. The Globotics Upheaval: Globalisation, Robotics and the Future of Work . Orion. Kindle Edition.)

### **1. Farming to Manufacturing**

It was mostly about goods, and it shifted the masses from making farm goods to making manufactured goods. Office work grew more productive, but mostly due to the fruits of industrialization (office machinery, electricity, etc). (Baldwin, Richard. The Globotics Upheaval: Globalisation, Robotics and the Future of Work . Orion. Kindle Edition.)

### **FUTURE OF WORK**

- 1. Collaborative
- 2. Creative
- 3. Caring
- 4. CoRoBoT-ive
- 5. Circular-for-zero
- 6. Cyber-Critical





### **OUR basic operating system**

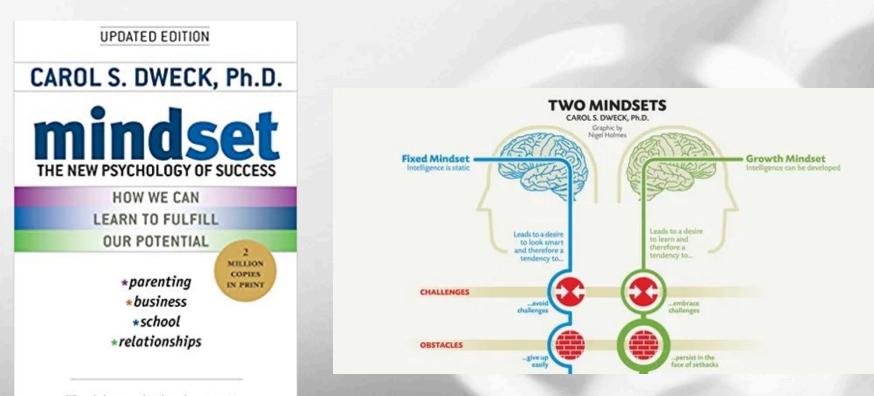
- Wired for tribes
- Local rather than global
- Limited bandwidth
- Emotional rather than rational
- Habitual rather than experimental
- Physical presence
- Play-it-safe rather than Growth



### "A Growth Mindset doesn't come naturally."







"Through clever research studies and engaging writing. Dweck illuminates how our beliefs about our capabilities exert tremendous influence on how we learn and which paths we take in life." —BILL GATLS, *GatesNotes*  **GROWTH MINDSET** is the ability to bring out your best (personal potential) and bring out the best in others (relational potential). It is how you leverage your traits and preferences to stimulate the multiplier effect.



#### **Tom Brady Effect**

"The way he works and attacks every day, it's amazing that he can keep that pace. It's awesome for a team to see how he works and how he operates on a daily basis, it's very addictive for other guys to begin following a guy who plays and practices that way."

# Play-for-great vs. play-it-safe

"The biggest thing that makes him special is the ability to kind of have that humble-beginnings mantra," defensive tackle Ndamukong Suh said. "He always has and carries himself in a very humble manner and is relatable to the most well-known guy on the team, which is himself, but then also at the same time a guy that may not be known on the team."

# PLAY-FOR-GREAT

# **GROWTH MINDSET**



### **Play-for-great in your life ...**

Who has made you feel more confident, competent and willing to try new things?

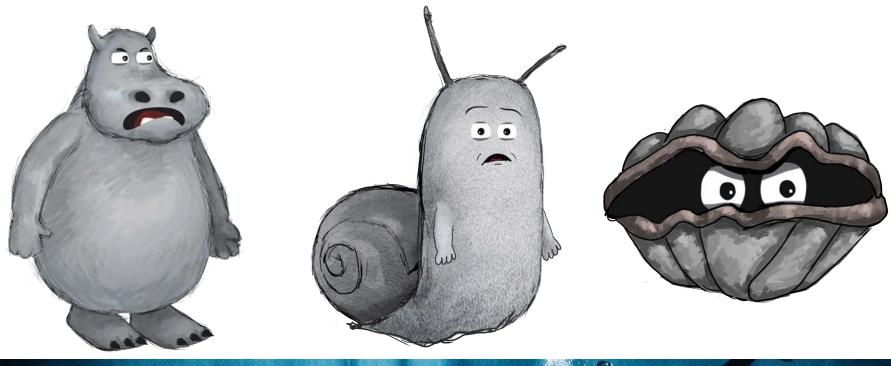
2. What did she/he do that made you feel safe and willing to grow?

**3.** How do you put these principles into practice in your life and work?

#### **Self-promoting**

#### **Self-protecting**

#### Self-righteous

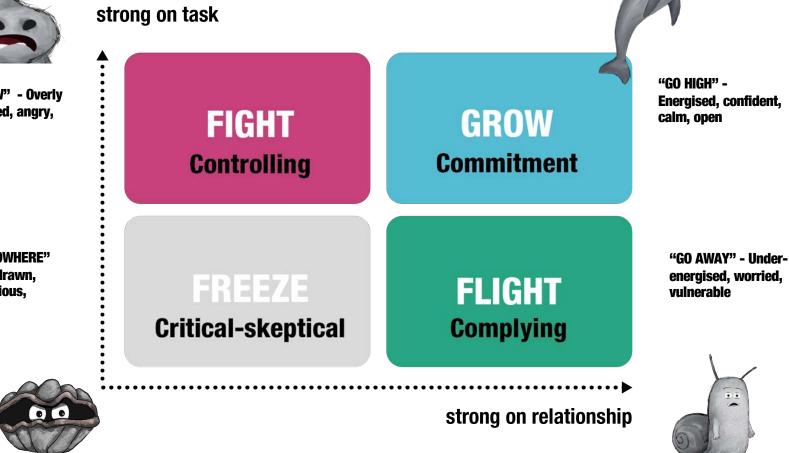






"GO LOW" - Overly energised, angry, closed





# PLAN IT SAFE

## FIGHT FLIGHT FREEZE



### **Play-for-great in your life ...**

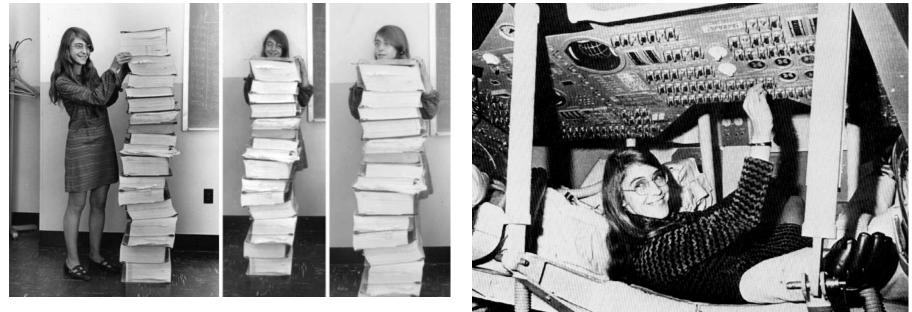
- Who has made you feel LESS confident, incompetent, hesitate, procrastinate, and stick to what you know?
- **2.** What did she/he do that made you feel UNSAFE?
- **3.** Where do you notices these play-it-safe drivers in your workplace today?





### **Margaret Hamilton**

"The Apollo flight software Ms. Hamilton and her team developed was truly a pioneering effort. The concepts she and her team created became the building blocks for modern 'software engineering."



1202

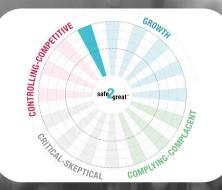
P01

# AIM HIGH

### Impact on Organization

Stimulates intrinsic motivators like mastery and autonomy

- Creates transparency, fairness with a focus on data and analysis
- Shifts accountability and responsibility downwards
- Creates the optimal level of challenge and risk taking
- Focus on creating results rather politics





### **AIM HIGH Check list**

- **1.** Have a clear set of goals and expectations that create a positive stretch
- 2. Use data to assess their current performance and assess ideas
- **3.** Have a scoreboard so that they can see their progress without asking for feedback
- 4. Work in a structured and disciplined way to achieve their goals

# EXPLORE

# EXPLORE

### Impact on organization

- People share problems and challenges openly
- Stimulates creativity and innovation
- Encourages courage and curiousity
- People seek out feeedback and learning
  Mistakes and errors are embraced for learning
- People are more likely to try and learn new things People try new things because they are interesting and challenging

Safegreat Gallion Gallion Safegreat COMPLYING COMP



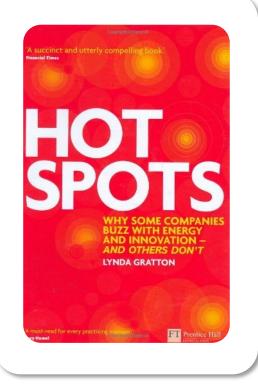
#### **EXPLORE Check list**

- **1.** Have fun and enjoy their work
- 2. Seek out challenging feedback and perspectives
- **3.** Curious and ready to learn
- **4.** Willing to admit mistakes quickly

## **TRANSFORM**

## HOTSPOTS

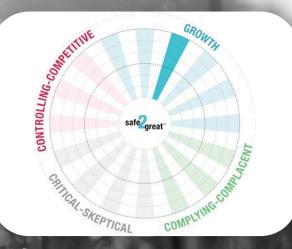
#### IGNITING PURPOSE COOPERATIVE MINDSET BOUNDARY SPANNING PRODUCTIVE CAPACITY



## **TRANSFORM**

#### **Impact on Organization**

- Inspire people to change with a bold vision.
- Creates a strong sense of common purpose
- Incorporates sustainability into problem-solving
- Breaks down silos
- Builds organisational agility
- Focuses people on the future





#### **TRANSFORM Check list**

- **1.** Have bold vision for the future (igniting question)
- **2.** Driven by purpose rather than profit
- **3.**Connect people together across the company (silobusting)
- 4. Build sustainable and ethical principles into every aspect of the business

## GOHGH

... De-energizing relationships—those that are negative or draining—have a 4 to 7 times stronger negative impact on performance than the positive effects of relationships that are energizing (defined as leaving employees feeling enthused or upbeat).

By Christine Porath, McKinsey Quarterly, December 2016

**PERFORMANCE PENALTY** 

## GO HIGH

#### **Impact on Orgnization**

 Builds resilience and energy to deal with the emotional challenges of change

 Helps keep people attentive and focused during critical moments

Prevents frustrations and disappointments becoming blaming and conflict

- Helps to make people approachable in conflicts
- Breaks down inter-personal barriers
- Reinforces integrity and "doing the right thing"



#### **GO HIGH Check list**

- **1.**Stay calm under pressure
- **2.** Bring a positive attitude and energy to work
- **3.** Recover quickly from setbacks and disappointment
- **4.** Communicate with respect and candor

## LIFT OTHERS UP

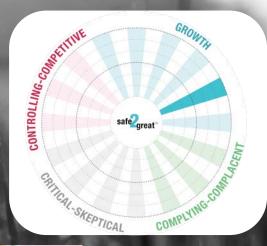
#### **High Reliability Organizations (HRO)**

- 1. Build group and organisational cultures where people interact respectfully
- 2. Foster "heedful communication" between people and teams
- 3. Build psychological and team resilience
- 4. Keep people alert by making training and retraining constant
- 5. Resist oversimplification of what they face
- 6. Put expertise and local insight in front of hierarchy "leaders lead, experts call the shots"
- 7. Rotate people

## **LIFT OTHERS UP**

#### Impact on organization

- Fuels the hard work of change with enthusiasm and encouragement
- Builds the skills and confidence to tackle new challenges and relationships
- Helps drive behavioral change
- Recognises achievement to help reinforce changes
- Manage effectively the conflicts that arise from different experiences, cultures and mistakes





#### **LIFT OTHER UP Check list**

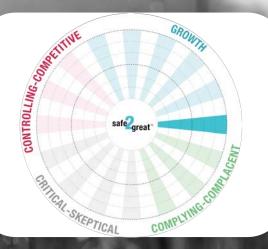
- Recognise and value the efforts and achievements of others
- **2.** Teach and coach others
- **3.** Show strong interest in the perspective and ideas of others
- **4.** Encourage others to learn and take reasonable risks

# TEAMUP

### TEAM UP

#### Impact on organization

- Helps people adapt to new teams and organisations
- Builds support and communication in teams.
- Reduces cross-functional antagonism
- Includes people with different experiences and cultures
- Encourages sharing of information
- Creates a culture where people are available for and help each other



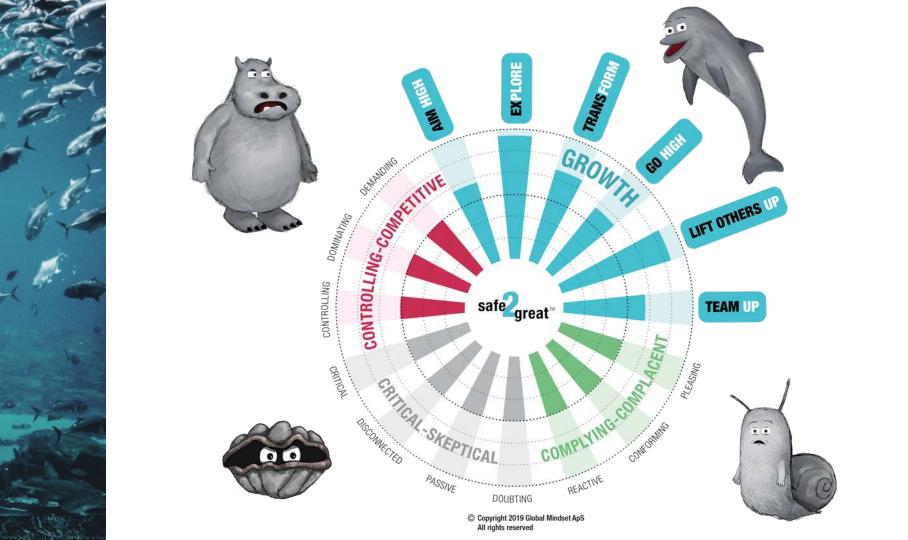




#### **TEAM UP Check list**

- **1.** Make the effort to meet an get to know NEW people
- 2. Break down stereotypes and build inclusive teams
- **3.**Build emotional involvement across teams and the organization
- **4.** Help others in significant ways





AIM HIGH set challenging goals and solve problems systematically. EXPLORE learn fast, speak up about problems, open to feedback.

TRANSFORM visionary, purpose, meaningful, servant leadership.

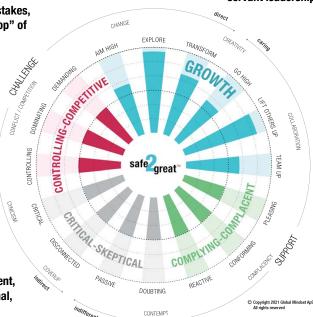
**DEMANDING** never make mistakes, work long hours, keep "on top" of everything, perfectionistic

DOMINATING operate in a win/lose framework, work against peers, attention seeking

**CONTROLLING** take charge, control others, make decisions unilaterally, supervise closely

> CRTICAL gain status by being critical, intellectually superior, constantly opposing others' ideas

> > DISCONNECTED independent, uncooperative, unemotional, mistrustful, self-reliant



GO HIGH energized, robust, calm, confident, engaged, focused, positive

LIFT OTHERS UP supportive, encouraging, constructive, help others grow, coach

> TEAM UP collaborative, empathetic, share information, include others, network, communicate

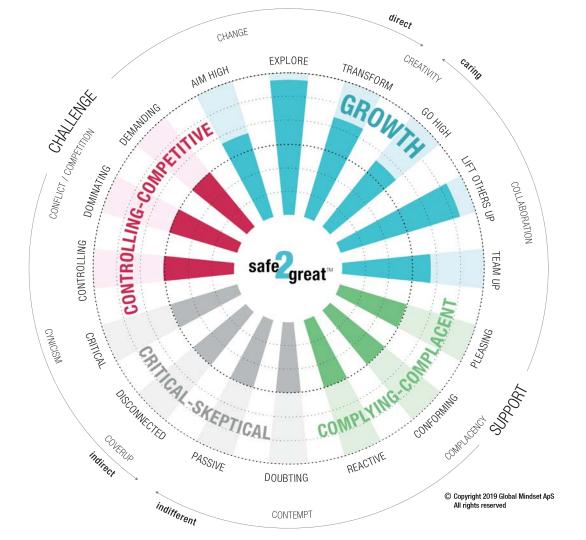
PLEASING nice, agree with everyone, seek acceptance and approval of others, overly generous

**CONFORMING** risk-averse, "don't rock the boat", always follow rules and policies, bureaucratic

PASSIVE shift blame to others, disrupt, block initiative, gossip, manipulate

**REACTIVE** follow orders, clear all decisions with supervisors, wait and see, procrastinate, escalate

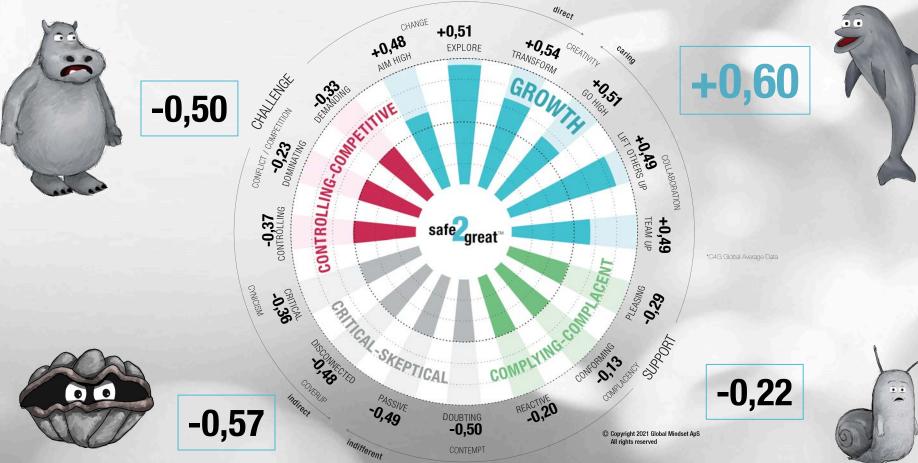
DOUBTING avoid risk and responsibility, conflict shy, disengaged, conceal or hide errors

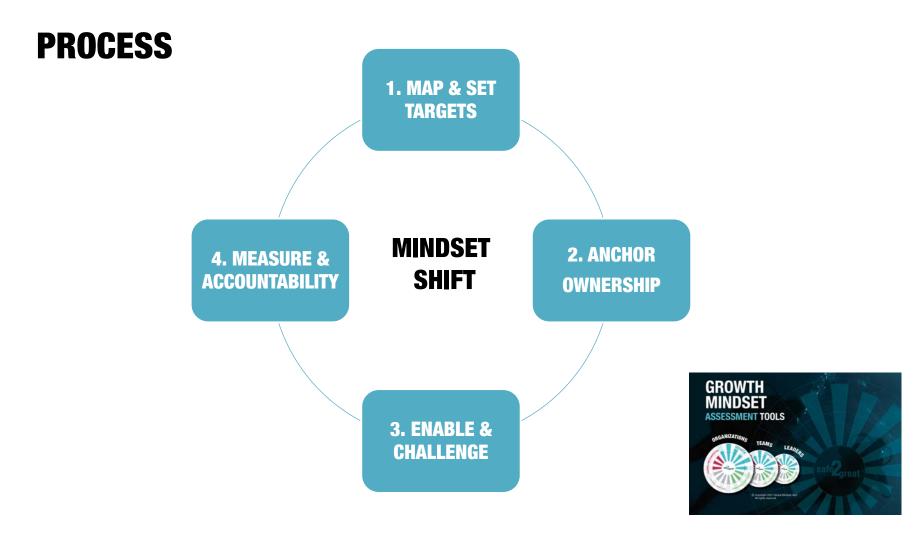


#### Growth Styles are more ...

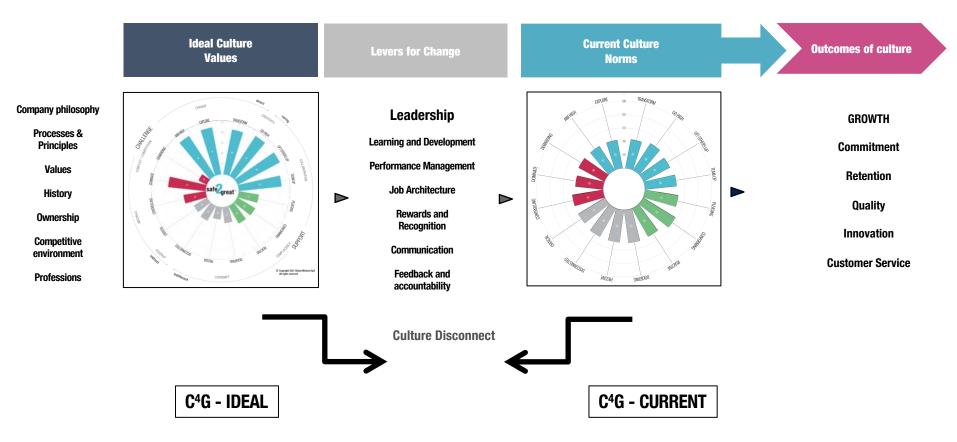
- 1. Effective
- 2. Agile
- 3. Innovative
- 4. Retain talent

#### **EFFECTIVENESS**





#### **How Culture Works**





There is nothing with which every person is so afraid as getting to know how enormously much s/he is capable of doing and becoming.

Søren Kirkegaard