

How to Get Your Team to Believe in Itself

Leaders must instill both purpose and pride to enable people to believe in themselves and their teams.

Establish the purpose

People want to believe in something greater than themselves.



Set the goals

Goals are the milestones that anchor purpose.

Support the effort

Provide the training, budget and other resources teams need to accomplish their objectives.



Teach resilience

Spend time listening and learning from your people. Show them how to deal with adversity.

Maintain composure

Just like confidence, nervousness is contagious. Keep an even keel.



Be a leader

Encourage people to believe in what they can do, to take pride in their work and celebrate the results.