

“LESSER THAN” WORKSHEET

The following series of questions will help you to assess yourself mentally and emotionally, to find the “lesser thans” that you use today.

1. List the ways in which mentally you feel like you’re “lesser than” others. (For example: “I don’t think as well as others,” “I don’t have ideas like others do,” “I’m not as smart as others,” “I’m not as experienced as others,” “I can’t work as hard as others.”)

2. List your emotional “lesser thans.” (For example: “I’m not as well-liked as others,” “I’m not in touch with my feelings like others,” “I’m not as sensitive as others,” “I’m not much fun,” “I’m not as vulnerable as others.”)

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3. Look at the genuine “lesser thans” that you have in your professional life. How serious are they? A deficiency that keeps us from getting ahead, such as an independent business owner not knowing how to market his or her products or a typist with carpal tunnel syndrome, put serious limitations on our further professional growth and development. We would never go beyond a certain level without overcoming or learning to compensate for these “lesser thans.” If it’s a skill we lack, we need to decide if it’s worth it to learn ourselves, then take the necessary steps to either acquire the skills, or find a person who has the skills who can do it for us. Remember, the less we control the more we can do. If it’s a physical problem such as carpal tunnel syndrome for a typist, we need to determine whether we can overcome the problem, and how – or whether or compensate in other ways, such as by learning project management skills as a direction for expansion which will be open for us in the case carpal tunnel syndrome is never better.

Now, go over your list and rate them in importance from one to five. A “one” would mean a “lesser than” that you couldn’t move forward without overcoming. A “five” would be something that didn’t seriously hamper your professional life, yet you realize this is a shortcoming you do have.

- i _____
- ii _____
- iii _____
- iv _____
- v _____

4. Take up the items on your list you marked as “ones” and “twos.” Write down several ways you can see to overcome this “lesser than.” These might include, but are not limited to, taking classes, seminars, or private coaching, role modeling a person who is not limited in this area, or hiring a consultant. Then consider strategies to handle the “threes,” “fours,” and “fives.” Put a time frame on them, which doesn’t have to be immediate.

- i _____

- ii _____

