

# WORKBOOK

## MOTIVATION AND JOY AT WORK

HOW YOUR MINDSET DRIVES BUSINESS SUCCESS

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# The Power of Thoughts – How the Brain Shapes Reality

Every thought you think creates a chemical reaction.



Hebbian theory: “Neurons that fire together, wire together.” (Hebb, 1949)



Think of your thoughts as **software**. If you run the same code every day, you’ll get the same results.

But what if you change it?

**Do an update - visualize who you want to be!**

## life loop

thought → emotion → action → personality → personal reality  
← ← ← ← ←

The life loop is your game changer. Just hop in, and change one gear and you change the whole system. If you change your thought, you will change your emotions, your actions and become a different person. Your personality creates your personal reality, that is called your life.

And it works also the way around: Visualize your best case reality and dig deep into the personality, who you need to be, to live in that best case reality. This is creation.

**If you want your life to change - YOU have to change.**

## Excercise 1

Take 1 minute to write down a recurring negative thought you have about your job. Now flip it into a powerful, positive one.

Example: 'I'm underappreciated' → 'I create value that speaks for itself.'

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## Excercise 2

Here are 3 phrases often heard in the workplace. Let's reframe them together.

1. "This will never work."
2. "We always mess this up."
3. "I have to do this."

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## New perspectives

### The 3 Motivation Drivers (Daniel H. Pink)

1. **Autonomy** – the feeling of having control

Give them (employees, colleagues, people around you) **trust**, so they can take responsibility

2. **Mastery** – the joy of getting better at something

Give people the possibility to develop. That means to give them also the freedom to fail, and to restart, so that they learn, experience and develop.

3. **Purpose** – the belief that what I do matters

Find your own purpose, your why, how and what. What is your (or your company's) impact on people, planet or profit. Can you identify with the company's values, culture? etc.

People who visualize or journal purpose-driven goals show greater activity in the brain's value center.

### Language

Speech creates (your) world. Every time you talk - with yourself or others you create the world around you. It would not be existent without you. There is no such thing as **THE TRUTH**. It's just perspectives, that can have common parts. Beware of your wording!

There are scientifically proven words, that increase the activity of your nerve's stress-system (sympathetic nervous system). These words are: need, must, have to, should etc.

Just remove them from your vocabulary.

Can't do that? Yes you can. A must is just the fear of taking responsibility for the consequences of what you "have" to do. You want that - because **if you don't change you choose!**

Same with: **Maybe** and **try, but** and some others.

**You will communicate clearer than before and more efficient.**

## **Energy**

Energy never lies. Trust your feelings and don't believe everything you think.

What is energy? Energy is everything that is within you and surrounds you. So we all exchange energy everyday - if we want our not. Wouldn't it be nicer to exchange more good energy, than bad? Start with yourself and pay attention to your energy. When does she increase, when is she tamed and who is around you pitching your energy or bringing it down.

Energy never lies. Trust your feelings and don't believe everything you think.

### **Now let's talk ripple effect.**

Motivation isn't private—it's contagious.

Neuroscience shows, that we have something called mirror neurons—brain cells that literally mimic the emotions and expressions of those around us.

In other words: your mindset, energy, and emotional tone spreads—especially if you're in a leadership role.

Teams led by positive-emotion leaders are more collaborative, creative, and resilient. And as we all have experienced: people learn and grow best in emotionally secure environments.

### **Think of motivation like a candle.**

**You don't lose your flame by lighting someone else's.**

So ask yourself: What kind of energy am I contributing to my team today?

Which personality do I want to be - which Vision-I do you want to be - does this person act like this?

No? Then change it.

**Discipline takes over where motivation ends or pauses - always remember who you want to be, and don't fall back into the old personality.**

## Final Exercise

Write down 1 concrete action you can take today and next week to boost your team's emotional climate.

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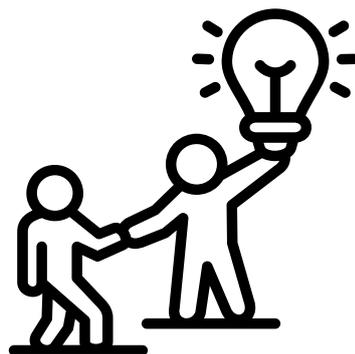
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Example actions:

- Start team meetings with a 'win of the week'
- Write a thank-you message to a colleague
- Celebrate progress, not just outcomes

*You have more influence—over your brain, your mood, and your workplace—than you think.*

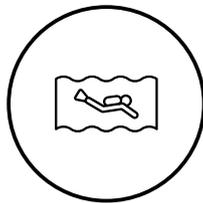


**Let's use that influence to create work that feels good and drives real results.**

## You want to dive deeper?

**1:1 Sessions:** personal development, communication, voice

- **What you need in 75 min** - individual session
- **Deep Dive & High intense** - accompany of 3 to 6 month



Learn more about your Coach  
Nicole Jukic & Vocanté:



VOCANTÉ

## More Information / Links

BRUCE LIPTON

Intelligente Zellen – Wie Erfahrungen unsere Gene steuern : Bruce Lipton:  
Amazon.de: Bücher

JOE DISPENZA

Du bist das Placebo: Bewusstsein wird Materie (Hörbuch-Download): Joe  
Dispenza, Stephan Müller, Koha Verlag: Amazon.de: Bücher

Interview Joe Dispenza

<https://www.whudat.de/genauso-wie-gedanken-die-sprache-des-gehirns-sind-sind-gefuehle-die-sprache-des-koerpers-dr-joe-dispenza-im-school-of-greatness-podcast/#:~:text=Joe%20Dispenza%20zeigen%20uns%2C%20dass,wir%20unseren%20eigenen%20Heilungsweg%20einschlagen.>

RICK RUBIN

kreativ. Die Kunst zu sein: Das Kreativ-Geheimnis des Star-Produzenten hinter  
Johnny Cash, Adele, Run-DMC, Jay-Z und U2. Der NY-Times-Bestseller : Rubin, Rick,  
Elze, Judith: Amazon.de: Bücher

ERNST GLASERSFELD

Zwischen den Sprachen. Eine persönliche Geschichte des Radikalen  
Konstruktivismus (Hörbuch-Download): Ernst von Glasersfeld, Ernst von  
Glasersfeld, Supposé: Amazon.de: Bücher

KARIN KUSCHIK

50 Sätze, die das Leben leichter machen: Ein Kompass für mehr innere Souveränität  
| Der SPIEGEL-Bestseller #1 : Kuschik, Karin: Amazon.de: Bücher

NOW AVAILABLE IN ENGLISH

MAXIM MANKIEVICH

Soul Master – SPIEGEL-Bestseller #1: Wie du deine Seelenkräfte entfesselst und das  
Universum auf deine Seite bringst (unum | Spiritualität) : Mankevich, Maxim:  
Amazon.de: Bücher

ANDREA WEIDLICH

Wo ein Fuck it, da ein Weg: Wie plötzlich alles möglich wird, wenn du aufhörst, es  
allen recht zu machen (SPIEGEL-BESTSELLER) : Weidlich, Andrea: Amazon.de:  
Bücher

BRIANNA WIEST

The Mountain Is You: Wie du Selbstsabotage erkennen und überwinden kannst | Der Booktok-Bestseller endlich auf Deutsch! : Wiest, Brianna, Graßtat, Renate: Amazon.de: Bücher

JAMES NESTOR

Breath – Atem: Neues Wissen über die vergessene Kunst des Atmens | Über das richtige Atmen und Atemtechniken : Nestor, James, Bayer, Martin: Amazon.de: Bücher

ALEXANDER HARTMAN

Mit dem Elefant durch die Wand: Wie wir unser Unterbewusstsein auf Erfolgskurs bringen. Eine Gebrauchsanweisung – Hartmann, Alexander – Amazon.de: Bücher

MICHAEL CURSE KURTH

199 Fragen an dich selbst : Kurth, Michael Curse: Amazon.de: Bücher

**And so many more. Just start with one, that catches you the most!**

All the best,

*Nicole Jukic*