

International Journal of Human Sciences Research

THE FUTURE MENTALITY IN THE REPERCUSSION OF RESULTS

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Abstract: the reasoning around mentality revolves around human evolution itself in terms of its position in the face of problems. Believing that you already have enough experience, an empirically proven formula, able to resolve any conflict without needing any behavioral innovation can be a failing idea. The social dynamics, the speed at which information is transmitted, makes flexibility and adaptive modulation essential to scenarios and situations. A mentality that is not based on the learned past, but on the possibility that new opportunities bring for personal and professional growth and development. The perception of oneself, in a clear process of self-knowledge and self-motivation, will bring into existence new looks at facts and, reflexively, discoveries of abilities and behaviors never considered. The structuring of reasoning is consolidated in the themes of the evolutionary mentality of the future, an opportunity in which the idea of growth thinking is reinforced and in that same avant-garde mentality, with effects on the production of results for both personal and professional life.

Keywords: Mentality, Evolution, Self knowledge, Results.

INTRODUCTION

Talking about mentality is to describe the evolution of human thinking, from normal resistance to the unknown to cognitive opening to the new, seen not as an insurmountable obstacle but as a rich opportunity for building skills that have never been stimulated before.

In this sense, there are those who are attached to traditional success formulas. His past attempts and the success received make him residents of the comfort zone and, therefore, without any intention of discovering another look at himself or at the situations that are resolved. They represent people with fixed and static vision, drawing on experiences

already experienced and transformed into lessons of wisdom.

On the other hand, there are those who seek constant improvement in their personal power, whether through self-knowledge or putting themselves in a position of apprentice regarding new challenges. They are those who follow the social dynamics and do not settle for what they have already lived through. At all times, there is the possibility of adapting and acquiring relevant behaviors for experiencing extraordinary results.

Therefore, the study of this paper will address such mentalities and the congruence with obtaining excellent and challenged results, not restricted to the personal field, such as the much-needed self-knowledge, as for the professional. As a theoretical foundation, there is the insertion of theoretical references extracted from bibliographical research on the subject, whose authors are authorities in the segment object of analysis.

In any research, technical and bibliographic support is of great importance for a deeper analysis of any topic (Marconi and Lakatos, 2007). In the same sense, corroborating the statement made, it consists of "researching theoretical material on the subject of interest" (Alyrio, 2009, p.82).

The methodology was structured, qualitatively, into two themes, namely, the evolutionary mentality of the future and the avant-garde mentality with a purpose in the repercussion of results, both with theoretical foundations by authors consolidated in their respective areas of expertise.

DEVELOPMENT

The construction of the perception of the mentality of the future, in constant evolution, and of its impact on results, at a personal and professional level, brings out the need for a person endowed with humanity to be at all times reinventing and adapting, in an elastic

way, to the rapid changes imposed on it.

At the same time that behaviors are discovered, new windows of self-awareness are opened, which, in the course of the journey, become even more fundamental for the development of an avant-garde mentality, based on self-knowledge, combined with a flexible and adaptive.

THE EVOLVING MINDSET OF THE FUTURE

Humanity is characterized by its constant evolution and overcoming obstacles. What today seems simple, in ancient times proved to be challenging, such as the creation of fire, the use of machines to enhance human work, the use of more resistant materials for the construction of houses, among others. Containers, packaging, cars, everything changed over time.

This problem is resolved around two relatively incongruous definitions. The first, as we have seen, is that development is not conceived as linear and one-sided. There is the possibility of development in different ways. The second is that the notion of progress, strongly guided by the current scientific and technological bias, is cumulative. That is, cumulative progress is linear. In this conception, everything that is new is necessarily better than what existed before because it contains in itself everything that already existed, but improved, improved and with additions. (Marques, 2018, p. 105)

The nonconformity to the normal of the time, being a resistance to the theories of the moment, the search to think differently was the trigger for the development of new logical-rational constructions and, via reflex, of new approaches, of new alternatives to what was seen as a standard already consolidated. Creativity then began to be seen as innovation and as a skill stimulated in all segments of human activity.

É It is important that people understand that we are beings in a constant process of evolution, therefore, we cannot be stuck to one thing, to a single situation, to a single moment, because, this way, we ourselves will be preventing new and best happen in our lives.

As much as we have a daily routine, if we stop to reflect, it is possible to observe that something new is always happening to us every day. Small or big things that in the future will make a difference in our lives and bring significant changes. (Marques, 2017, p. 188)

Then a quantity of information, aimed at expanding the intellect, bombarded the mind. What used to be a more static activity, within a comfort zone, today there is chaos. Multiple data to be processed in fractions of seconds to discover alternatives never before considered in a visibly more competitive environment.

A circus. This is the best way to explain the mind of the contemporary citizen. Restless mind, with disjointed, disorganized and vicious thoughts. Total lack of focus. A repetitive mental script that only serves to drain energy and has produced more disappointments than accomplishments in people's lives. A chaotic circus in which focus, silence and creativity have given way to anxiety, fear and disappointment. And that's not right. (Alves, 2014, p. 14)

The fluidity so characteristic of the human being, its unconscious naturalness of new ideas, was lost. The cycle was reversed. What used to be the result of human thinking to innovate today are the innovations that emerge to return reasoning to human beings. Humans became machines and machines seek humanization (Cassepp-Borges, 2013). A great irony, since brain activity is not being adequately stimulated. (Alves, 2014)

As a result, there is the delight in distractions, the lapses in forgetting and the repetition of the classic maxim that the

temporal chronology was insufficient for the size of the demands. In a timely manner, Alves (2014, p. 15) states that it is “an internal disorder, which is reflected in increasingly short, disorderly days, always late tasks and incredible projects that do not take flight higher than the first drawer of a desk”.

So the crux of the matter lies in how human beings receive, process and rationalize information. It is his line of thought that slips into his perspective of seeing the world and its complexities. In a synthetic way, this is his mentality, a concept that involves his degree of adaptability and flexibility to the environment and to people.

A person's adaptability can be measured by how well they can let go, be flexible and remain calm in the face of difficulties. And the difficulty of adapting a person can be assessed by the predominance of old habits and customs that keep them paralyzed. Painful memories of concussions and defeats tell her over and over how limited she is. Einstein was able to ignore old habits of thought that surrounded him. He maintained the tranquility and allowed new solutions to emerge through dreams and intuition. He studied everything he could about a problem and then indulged in unknown possibilities. (Chopra, 2012, p. 69)

Mindset is also a reflection of who you are in essence. In the words of Covey (2014, p. 55) “we see the world not as it is, but as we are – that is, as we were conditioned to see it. When we open our mouths to describe what we see, we actually describe ourselves, our perceptions, our paradigms.”

This mentality is closely related to the ease of adapting to the most varied contexts, as according to Marques (2018, p. 72) “when we talk about adaptability, we cannot fail to emphasize that, before we learn to adapt to the environment, we must learn to live, consciously and serenely, with ourselves”.

By reinforcing the element of internal motivation, Marques (2018, p. 62) advocates that “all exterior transformation begins with an interior transformation, that is, with a deep desire for change and evolution”, which will, according to the conception of Robbins (2018, p. 97) “change one or both of two things: how they feel, that is, their states and/or how they behave”.

There are two things we can change about our external representations. We can change what we represent – so, for example, if we imagine the worst possible scenario, we can change it, to portray it as the best possible scenario – or we can change how we represent something. Many of us have certain keys within our own minds that trigger our brain to respond in a particular way. (Robbins, 2018, p. 98)

This time, there is the perception that mentality is a word with oceanic meaning, as it has arms in the adaptability element, in flexibility, in the reflection of who one is in essence and in the degree of internal motivation, impacting on external behavior. All this arsenal of visions leads to a fixed or evolutionary perspective of the way of thinking and seeing the world and the people in it.

Dweck (2017), based on the above variables, technically brought the concepts of fixed mindset and growth mindset, definitions extracted from his research via observation of the reaction of human behavior to some obstacles and what qualities would be perceived, as well as what skills could be developed. Would there be a growth dynamic or would it remain inert in a clear behavioral paralysis?

My research over twenty years has shown that your opinion of yourself profoundly affects the way you live your life. She can decide whether you will become the person you want to be and fulfill what is important

to you. How does this happen? How can a simple belief have the power to transform your psychology and therefore your life?

Believing that your qualities are immutable – the fixed mindset – creates the constant need to prove yourself worthy. If you have only a limited amount of intelligence, a certain personality, and a certain moral character, then you will have to prove to yourself that these doses are healthy. He would not like to appear or feel deficient in these fundamental characteristics. (Dweck, 2017, p. 10)

Realizing the human dilemma that there is a need for self-assertion of their qualities and, perhaps because of that, the constant demand for positive social and professional evaluations, Dweck (2017) envisioned another mental configuration that triggers evolutionary impulses, as an initial stimulus for new and challenging discoveries: humans in their maximum transformative and adaptive essence.

There is another mindset in which these traits are not just like playing cards that you are dealt and have to live with, always trying to convince yourself and others that you have a royal flush in your hands, when deep down you are afraid to have only one pair of ten. In this other mindset, the letters received are just the starting point of development. This growth mindset is based on the belief that you are able to cultivate your basic qualities through your own efforts. While people can differ from one another in many ways—in their initial talents and aptitudes, interests, or temperaments—each of us is capable of changing and developing through effort and experience. (Dweck, 2017, p. 10)

The above statements come to one conclusion, namely, the importance of changing mentality, which Oakley (2020, p. 12) conceptualizes as “mindshift, that is, the importance of changing your mind to create vibrant and creative societies and help others

reach their potential.”

It’s normal to feel out of place at the beginning of an attempt to understand a new subject or expand or change careers. Although he is doing something difficult, it brings a new perspective to his studies and work. Not only can your initiative be useful to your new colleagues, it can also renew your own mindset. Don’t belittle it. (Oakley, 2020, p. 44)

Its structuring basis would be a mindset open to change and a change in the way of living through learning and lived experiences, regardless of the evaluative quality, whether successful or not, including failures (Hill, 2017). From the standpoint of results, Oakley (2020) considers that mindshift goes beyond the acquisition of new skills by literally achieving a change in attitude regarding the challenges of life in the eagerness to achieve an extraordinary life.

THE VANGUARD MENTALITY WITH PURPOSE IN THE REPERCUSSION OF RESULTS

At first sight, thinking about the development of a mentality on an evolutionary scale maybe something without major impacts, with immediate effects, which reflects the evil of humanity thirsting for obvious results and easy to measure. As with any journey, taking the first step is the most challenging.

Any kind of change requires effort and an extra dose of self-motivation, given that, according to Goleman (2018, p. 127) “whenever they try to change habits of thinking and acting, people have to reverse decades of learning that resides in neural circuits much traveled and highly reinforced, built on years of repetition of these habits”.

The progressive mentality, with an avant-garde bias, brings benefits felt not only in personal life but also in the professional field. Based on its inherent adaptive flexibility, it

is possible to perceive the construction and maintenance of more balanced and healthy relationships, with respect shown for the differences of others.

One-way personal relationships do not remain. If one person is always the giver and the other is the receiver, then the relationship will eventually fall apart. The same goes for any type of relationship, including those with people who are part of your team. For people to improve their relationships, there needs to be give and take, so that they receive while giving. Remember to ask your teammates, colleagues and friends questions about their hopes, desires and goals. Give people your full attention. Show others that you care about them. (Maxwell, 2008, p. 206)

Holders of this vanguard view are able to see positive behaviors in the other, as they are easily able to make evolutionary reinforcements, highlighting the successes to the detriment of mistakes. Maxwell (2008, p. 220) assures that “every person has seeds of greatness inside him; they can be asleep at certain times. But when you believe in people, you water the seeds and give them the opportunity to grow.”

We send out emotional signals whenever we interact, and these signals affect those we are with. The more skillful we are in our relationships with one another, the better we control the signals we send out; the reserved way in which well-bred society behaves is, in the end, only a means of ensuring that no disturbing emotional leaks will harm relationships. (Goleman, 2001, p. 128)

This bridge of connection represents the first step towards being able to see the other, either as a member of the social body, or as a member of an organizational body, in a clear exercise of empathic humanity to then focus on diving in the discovery of who if it is and for what purpose.

The central point lies in the associations that are made as a result of this connection and positive reinforcements. Such elements, explains Alves (2014, p. 30), have “the power to change the chemistry of the brain and further enhance the feeling of well-being. It’s like an injection of nitroglycerin into the pleasure engine. So, the state of happiness is associated with the target of praise”.

However, unfortunately, much of humanity is lost in search of transient and ephemeral things that make them feel better about themselves, thus the consumer media has induced many people who question themselves to invert the pyramid and, with that, also subvert your personal values, behaviors and goals. Our society wants to “have” first. I have money, I have a big car, I have designer clothes, I have expensive watches etc. In fact, when we seek to “have” before “being” we want to make up for the fragile and deficient way in which we see ourselves and believe we are in our depths. After all, if I don’t have a big car, people will see me differently and say I’m rich, I’m successful, I’m smart. If I see my bank balance bigger than the people around me, I’ll feel better, richer, more recognized, I’ll be more important. And maybe my self-image doesn’t bother me so much. So, flaunting becomes the watchword. There’s a popular saying that describes the act of flaunting like this: “Buying what I don’t need, with the money I don’t have, to show who I don’t like who I want to be”. (Vieira, 2015, p. 245)

Many internal battles are fought for lack of knowledge of their *raison d’être* and the impact of their actions at the systemic level. The result is portrayed in the worst existential scenario, from physiological difficulties, such as having quality sleep, to a drop in professional performance, that is, people completely lost.

It’s easy to spot people who are losing control of their existence. They are those who no longer wake up with the softness of the dawn light, are not happy with the singing of

birds or the various sounds of nature, on the contrary, their sleep is brutally interrupted by the metallic scream of an alarm clock. There's no time to stretch, they forget to take a deep breath, look out the window and give thanks for waking up to another day. They don't have time to caress their children, to teach patiently and lovingly simple tasks like brushing their teeth, putting on their own clothes or tying their shoes; instead, they wake their kids up at the last minute, screaming, demanding that the kids act like adults and adjust to the neurotic pace life has taken.

These are people who are no longer able to follow a script or a work plan. They start the day surrounded and connected through devices that bombard the mind with information, causing not productivity, but an anxiety that paralyzes and makes them see the day go by quickly, without carrying out any mission that was actually uplifting or contributing to the collective good. (Alves, 2014, p. 29)

So for the journey of regaining self-control, you need to be clear about your current moment and be open to change. Recognizing your flaws and your lack of planning is essential for mapping the level of resistance to the new, as well as setting unrealistic goals. The consequence of the lack of self-knowledge of skills: frustration, low self-esteem and disempowerment.

This dichotomy between what you have and what you seek is part of human nature. The crucial point of turning the key is, as Hill teaches (2017, p. 170), in that "that which receives the most attention will win the dispute and become reality. When you can let go of where you are and focus on where you want to go, the faster you'll get there."

Challies (2018) asserts that unrealistic goals are too much task strands and that their focus is not centered on patterns of relevance to what must be done with the utmost attention and energy expenditure. The result is the famous procrastination.

In the same line of reasoning, Hill concludes (2017, p. 21) that "the main cause of failure for most people is the lack of clear, specific and achievable goals, as well as the lack of a plan to develop them". In other words: lack of self-awareness, planning and overvaluation of a potential not yet built.

Goleman (2015) guides in the search for goals considered positive and, therefore, within their reality, achievable, given that the perception of difficulty changes, when it is no longer seen as an insurmountable personal failure to be seen as behavioral skills in development. There is also an increase in positive feelings as fuel to progressively increase the challenges.

A mind centered on evolution, with strategic planning, sets the pace for a purpose of productive outcome. According to Nill (2017, p.26) "without a defined purpose, we usually spend the day very busy with trivial and unimportant things, forgetting what is essential and that could collaborate to the development of our personal power".

In this case, in general, we live stuck to the problems of the moment and what really matters ends up running over by urgent actions, immediate concerns and reparatory actions, but without focus.

And all of this effort, in the end, will not create the organized effort that will develop in us the personal power necessary to fulfill our dreams. On the contrary, it will create indecision, insecurity, weakness and, ultimately, the frustration of an existence lived in vain and therefore meaningless.

To prevent this from happening, you need to define a purpose. That is, you need to be clear, in the present, what you want in the future and how you will get it. You need to define the framework today that will serve as a reference for your future choices and decisions. (Hill, 2017, p. 27)

Furthermore, Challies (2018, p.16) collaborates when referring that "productivity

is not what will give your life a purpose, but it is what will allow you to excel in living your current purpose”, as a clear reflection of your character and who you are. Surgically Hill (2017, p. 33) simplifies that “the most effective way to develop our goal in life is to discover our greatest talent and firmly commit to developing it. It is in him that the seed of personal power lies”.

Therefore, changing your mindset is a choice that reflects who you really are and who you would like to become, in a clear exercise in self-knowledge. It is an evolutionary process that, along the journey, manages to bring your personal power closer to abilities that have not yet been stimulated. It is also aligned with the discovery of objectives, with planning and strategies, with the achievement of goals and with increasing confidence to face whatever the obstacle may be.

FINAL CONSIDERATIONS

Speaking of mentality is to build the foundations for the evolution of human thinking by taking into account the innate resistance to any type of change. The new frightens. The challenge of adapting to social dynamics is even more daunting when there is a lack of necessary behaviors and skills.

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