Possible
Scenario...

- Actors: You and one student

- Scene: Student comes to an after school counseling session to review his most recent SAT scores. He is unhappy with his results and says to you - ”I’m just terrible at taking tests. I can’t do this.”

WHAT DO YOU DO?
Mindsets
And that one I got for tidying my bedroom
Early Tenacity for Learning
Fixed
Intelligence and talent are fixed at birth

Growth
Intelligence and talent can be learned
Fixed

- Ashamed of Failure
- Effort is Bad
- “Look Smart”
- Ability should come naturally
Fixed Mindset

Trying is the first step towards failure.
Work Hard

Motivated by Failure

Confront Deficiencies

Capitalize on Mistakes

Growth
1960

These grades are terrible!!

NOW

These grades are terrible!!
Math Achievement in Junior HS

- **Growth Mindset**
  - Entering Academic Year: 77.0
  - Fall Year 1: 76.5
  - Spring Year 1: 76.0
  - Fall Year 2: 75.5
  - Spring Year 2: 75.0

- **Fixed Mindset**
  - Entering Academic Year: 72.0
  - Fall Year 1: 72.5
  - Spring Year 1: 73.0
  - Fall Year 2: 73.5
  - Spring Year 2: 74.0

Legend:
- Red: Fixed
- Green: Growth
Fixed Mind-Set  

Growth Mind-Set

150–550 ms

0 μV

13.75 μV
You’re so smart!
The Power of...
In Groups

What messages are sent to your students?

What can counselors do to change the messages that are sent?
How often do you hear students say....

I can’t do this...
Growth Mindset...

I can’t do this yet...
How often do you hear students say....

I’m just not good at this...
Growth Mindset

I can become better at this...
Growth Mindset Dialogue

Instead of...
• I’m not good at this
• I give up
• It’s good enough
• I can’t make this any better
• This is too hard
• I made a mistake
• I just can’t do this
• I’ll never be *that* smart
• Plan “A” didn’t work
• My friend can do this better

Try Thinking...
• What am I missing?
• I’ll use a different strategy
• Is this my best work?
• I can always improve
• This may take some time
• I can learn from my mistakes
• I am going to train my brain
• I will *learn* how to do this
• There’s always Plan “B”
• I will learn from them
Mindsets in College Access

A-G Requirements

SAT/ACT

FAFSA

Applications
I’m just not college material...
CHANGE YOUR WORDS = CHANGE YOUR MINDSET

Fixed vs. Growth Mindset

I'm not good at this. I'll never be that smart.
She's so smart, I'll never be that smart.
I'm going to train my brain to be better.
I'm going to figure out how she does it, so I can try it.
I can always improve, so I'll keep trying.
What am I missing?
This may take some time and effort.
Mistakes help me learn better.
It really is my best work.
I can use some of the strengths I've learned.
I can't make this any better.
I guess it's good enough.
I can't do science or math like you.
I screwed up.
This is too hard.
I can't make this any better.
I can't do science or math like you.
I give up.
I plan A, B, C, and D.
I'm not good enough.
Evaluate your heroes
It’s fine to celebrate success, but it is more important to heed the lessons of failure.

-Bill Gates
I can accept failure, but I can’t accept not trying.

-Michael Jordan
Think like a queen. A queen is not afraid to fail. Failure is another steppingstone to greatness.

-Oprah Winfrey
Anyone who has never made a mistake has never tried anything new.

-Albert Einstein
John Legend: Success through effort

Michael Jordan

YOU CAN LEARN ANYTHING

Khan Academy
Planned Approach

Growth Mindset

- Admin
- Counselors
- Teachers

Growth Mindset
SMART GOALS

- Specific
- Measurable
- Attainable
- Results-Based
- Timed
WIIFM?
If a “growth mindset” of problem solving is being implemented in your program what will be evident?

**Students**  

**Academic Leaders**
Your biggest challenge?
False Growth Mindset

- Blaming prior mindsets
- Praising effort alone
- Students can “do anything”
Effort
Learn
Fail
Adapt
WHAT'S NEXT?
Web Resources

- http://mindsetonline.com/
- http://www.mindsetnetworks.com/
- https://www.mindsetkit.org/
“Everyone should own this book.”
—CHIP HEATH & DAN HEATH, authors of Made to Stick and Switch

mindset
THE NEW PSYCHOLOGY OF SUCCESS

HOW WE CAN LEARN TO FULFILL OUR POTENTIAL

*parenting
*business
*school
*relationships

“Will prove to be one of the most influential books ever about motivation.”
—PO BRONSON, author of NurtureShock

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