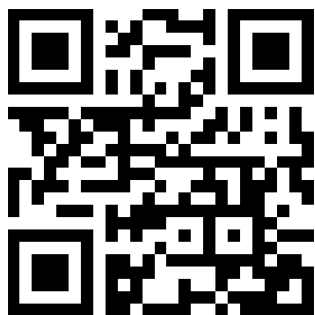


# Mind Over Authority





Author: Khalid Ouachikh

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# **Chapter 1**

Understanding of Mind and Influence

Chapter One introduces the core ideas and research behind mindset, leadership, personal growth, and influence. It shows how the way we think affects how we act, make decisions, take responsibility, and interact with others.

You will explore key psychological concepts and studies that explain why some people embrace challenges, grow through effort, and lead effectively, while others fall into blame, avoidance, or passivity. The chapter links these ideas directly to practical leadership behaviors, including time management, communication, feedback, and accountability.

Rather than offering quick fixes or motivational slogans, this chapter provides the research-based foundation for the rest of the book. It prepares you to understand how influence works, how leadership develops, and how personal and professional growth can be strengthened or hindered by mindset and behavior.



# **The Mental Threshold**

Every life has a limit most people never cross, not because they lack talent, intelligence, or opportunity. The potential to achieve more is often blocked by excuses that we create, a barrier between thought and action. This barrier is called the mental threshold.

Every great invention was once just an idea in someone's mind. If it is never put into action, it stays buried, and even the greatest minds never realize their potential. Struggling with the mental threshold itself shows a desire for change, for more. But the higher the standard, the greater the resistance. The moment effort becomes uncomfortable. That is when the mind starts negotiating, "This is enough. You've done enough. You can stop now." This is the mind's trap, to keep you safe and prevent you from exploring your limits.

Even how we think about our own ability can create invisible walls. Carol Dweck's research on the growth mindset shows that people who believe effort can improve skill don't see challenges as threats, they see them as doors. In her studies with hundreds of students, those with a growth mindset kept going after failure, tried new strategies, and outperformed peers who believed their abilities were fixed. Meta-analyses of thousands more confirm that these beliefs don't just change school performance, they shape persistence, resilience, and the way we handle discomfort. Simply put: when you believe you can grow, the mental threshold stops being a wall and becomes a step, a challenge your mind can meet rather than avoid. ([Dweck, 2006]; [Paunesku et al., 2015])

While environment and talent play a role, high performers maximize their potential by aligning belief, effort, and focus on their goals. Change does not happen overnight, it is a process, a habit, a mindset you create.

Crossing it requires a clear “why”. When your reasons are vague, the mind wins easily. When your purpose is precise and emotionally grounded, resistance weakens. A clear why gives you direction under pressure. It reminds you why quitting is not an option when discomfort appears. People without a defined reason stop when it gets hard. People with a strong why endure, because stopping would cost them more than continuing.

Finding your “why” is often confused with figuring out what will motivate you day by day or give you instant gratification. In fact, this is a trick of your own mind, to regain control when things do not go your way or when you do not see immediate results. A true “why” is different. It is knowing why you must keep going even when results are not visible and when extra effort is required. Your “why” is your ultimate goal, it does not rely on circumstances or immediate results, but on a greater purpose that is inherent in you.

Finding the deeper meaning behind your goal can be done in multiple ways. A common method is to ask yourself the same question repeatedly, often referred to as the “Five Whys”. The answer you arrive at the fifth time will be drastically different from the first. This deeper “why” is what keeps you driven when things are not going your way and reminds you of the value of delayed gratification.

I want to exercise. Why?  
Because I want to lose weight. Why?  
Because I want to be in better shape. Why?  
Because of ..... Why?  
Because .....

Finding your “why” is essential, but action is required to turn a thought into a plan, and a plan into reality. It begins with small, deliberate action. Research from Dominican University of California shows that people who write down their goals and share them with an accountability partner are significantly more likely to follow through than those who keep their goals only in their mind.



High performers move once an action is identified. They act before overthinking creates doubt, fear, or excuses.

Every little step is an action. Every action is a step beyond the mental threshold. The mind creates excuses in seconds and will resist every idea that is just a thought. But when thoughts are met with immediate action, the mind does not have time to resist. Voluntarily placing yourself in challenging situations, physical, mental, or emotional, teaches the mind that resistance does not equal danger.

The strength of planning how you act often determines whether intentions become outcomes. In one of the most comprehensive reviews in psychology, researchers Peter Gollwitzer and Paschal Sheeran looked across 94 independent studies with over 8,400 people to see how implementation intentions, specific if-then plans, affect goal achievement.

“If I notice my phone in my hand, then I set it down and take a deep breath.”

They found that individuals who formed these plans had a medium-to-large increase in goal attainment compared to those who only set general intentions. These plans didn’t just help people get started; they made it easier to stay on track when distractions, setbacks, or competing desires arose.

The research suggests two psychological engines behind this effect: specifying the cue you’ll face makes it easier to notice opportunities when they appear and linking that cue to an action strengthens the automatic response so you act before resistance takes hold. In practical terms, deciding when, where, and how you will respond turns hesitation into movement and gives structure to the moment when most people stop.

I remember one morning, exhausted and doubting myself, standing in an empty gym. Every instinct told me to go home. My mind whispered, "You've done enough. Rest." But I chose discomfort. That single choice, the one I did not want to make, shifted something inside me. It reminded me that I set my own limit.

It is about training the mind, so that taking action and overcoming the excuses created by the mind does not require deep thought, it happens naturally. Creating habits does not happen overnight, it happens in a slow but rewarding process. According to a systematic review and meta-analysis led by researchers at the University of South Australia, healthy habits typically begin forming after fifty-nine to sixty-six days of consistent practice, though many habits take longer.

This is where all the pieces fall together. Your clear why keeps you on track. Your actions form the habit your perseverance strengthens it. Step by step, repetition by repetition, this process creates control, consistency, and the success you are looking for.

This is moment, you move from self-discovery to influencing your environment.

# Gaining Influence

Influence is not earned through a title, a position, or the pressure you put on others. Too often, people confuse influence with authority.

Those with real influence are followed by choice. How people respond to leaders is shaped by observable social patterns. Research on peer influence among adolescents shows that individuals are most likely to adopt behaviors from peers who are similar to them, who they trust, and whose actions are reinforced by the group (Cambridge.org study, 2023).

In these studies, students reported that they followed peers whose behavior was consistently rewarded or recognized, and observational experiments confirmed that imitation of these peers increased over time.

Leaders can apply these principles in teams: by connecting with members through shared goals and values, communicating clearly and consistently, and modeling the behaviors they wish to see, they create an environment where others naturally follow. Social reinforcement, acknowledging effort, celebrating contributions, and rewarding positive behavior, further strengthens influence, mirroring the feedback loops seen in adolescent peer groups. Simply put, influence is not granted by title; it emerges when credibility, trust, and visible action align. ([Cambridge.org, 2023]; [Bandura, 1977])

It's not just about who you are, it's about who you engage with, and the world you create. It's about becoming the person who can steer a ship full of people headed in different directions. Listening is not just understanding, it is creating the environment where people thrive, and where your influence grows naturally and unstoppably.

Even how a leader listens shapes their ability to influence others. In a study published in the Journal of Research in Personality, researchers found that listening behavior predicted influence above and beyond simply speaking well and that listening helped people understand the social context and tailor their persuasive actions more effectively.