

## CONFIDENCE AND HUMAN BEHAVIOR

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**Abstract:** *In this article has been analyzed the soft skill – confidence, the importance and also the impact of this skill on people’s life from a student’s perspective. The main research is based on studies made by scientists in different areas, such as psychology, economy, finance and medicine. It also covers some methods and technics on how to develop and practice this skill on a daily basis. In order to make it more objective, the article also presents exceptionally important information about the negative side of self-confidence and how it can affect specific persons.*

**Keywords:** *confidence, success, health, drawback, advantage, behavior.*

### Introduction

Nowadays people need a lot of skills to survive or to have a normal life. It is not so important who you are. You could be a teacher, a student, a taxi driver or maybe a doctor, however there are some skills that are indispensable for each person. It is not so easy to determine all the skills that are necessary right now, because each skill has its benefits. In this essay we have chosen one skill, which is *Confidence*, and we will try to reflect on its importance in a day-by-day life of a modern person. In order to give an ampler opinion on the matter, we have used the researches made by some well-known figures in psychology and economy. We have chosen to analyze confidence because we believe that this skill is one of the most useful skills at the beginning of the 21<sup>st</sup> century and we hope that the arguments presented in this article will convince others to develop this skill, as well.

### Confidence and Success

Success is not a skill, but it is rather a social status. A lot of people want to have a high social status and they also want to gain fame, that is to say, people want to be successful. Nevertheless, for becoming successful, a person has to achieve some skills. Our advice for people that want to have success is to develop first of all confidence, especially self-confidence. Why? Because confidence can improve your life and also your status, according to measurement model of *Hazril Izwar Ibrahim* (Senior Lecturer, Organizational Behavior Section, School of Management). In his research, he concludes that there is an indirect relationship of perceived motivational climate and perceived success through self-confidence. According to the authors, self-confidence is the key to obtain the success in your life [1].

Nevertheless, some people can ask: “I have confidence / I am self-confident but why am I not a successful person?”. Let us make it clear and define the main idea of the results of *Hazril Izwar Ibrahim* research. First of all, we have to understand that, according to authors, success can be gained by confidence and motivation. If you want to be successful, you should stay very motivated. It means that you have to create a motivational climate, which can be different for each person. However, just a motivational climate is not enough to obtain success. That is where confidence enters the game. Confidence is the final step in a long way to success, which makes you better than ever. It means that the result of *mediation test*, used in statistics to identify the influence of a specific factor, indicates the significance of confidence as a mediator. The idea is that confidence does not work well alone. It needs the right combinations and the right timing [1].

## **Confidence and Health**

The second thing that we want to discuss is relation between confidence and mental health. Mental health means not only your physical health, it is also the emotional factor, which affects the well-being of a person. A lot of people, especially during the last couples of years, have problems with their feelings and emotions. Some of them face anxiety and depression, which nowadays are encountered in an increasing number of people. According to *Michal Mann, Clemens M H Hosman, Nanne de Vries*, self-confidence “*is associated with ... protection against mental disorders and social problems*”. It means that people who possess confidence have a better social life and mental well-being. However, what is more important, is the fact that self-confidence impacts not only your health, but also your instant and long-term feelings, being linked to higher levels of happiness.

The same authors have analyzed children’s life and they found out some interesting facts. Children with high self-confidence perform better at school and later in life, they also have higher job satisfaction during middle age. It means that confidence is directly connected to life satisfaction. Just to make clear and provide some example on how confidence can help people, the authors mention the results of a psychological experiment that showed that people with high self-confidence had increased their chances of survival after a serious surgical procedure [2].

Other authors mention the relation between confidence and positive mental health.

They have found some attributes of confident persons such as:

1. *A greater sense of self-worth* – you know who you are, you also respect yourself and people around you.
2. *Greater enjoyment in life and in activities* – you enjoy your life and the activities you are part of
3. *Freedom from self-doubt* – you know your potential and possibilities; no matter what others tell you
4. *Freedom from fear and anxiety* – you have no fear to be yourself
5. *More energy and motivation* – motivation and energy are the right way to success in combination with your confidence [3]

## **Increasing Students’ Self-Confidence**

All the mentioned points referred to the psychological aspect of the confidence. Nevertheless, this quality is backed by an important sociocultural basis: the image of the personality one identifies with, and the amount in which one can insist on the correctness of his position, solving issues directed by a common cause, to what extent such conviction is objectively justified, what interests (individual, group, state, etc.) and motives guide personal behavior. And finally, what is the hierarchy of personal values - what is the most important in this hierarchy, what are the values worth taking risks for, to be selfless in upholding the dominant values. The psychology of personality, in general, is derived from the sociocultural value bases of the subject's activity and communication, which should be taken into account in the upbringing and training of modern specialists within the university.

Self-confidence is the very thing that most people acquire and develop while studying at the university. It is very unlikely that, after all these years you will remain the same person as the one who passed the entrance exams.

“Your established circle of friends, close friends - all this remain home. You are suddenly thrown into a crowd of other people, each of whom is an individual with his own background” says Chris Bale. He also mentions that “Some people will feel extremely comfortable, while others will have to overcome themselves by building new connections independent from previous sources of support.”

Change is always good. And as Tony Chapman points out, there are a lot of factors associated with this that form self-esteem - it doesn’t matter whether students live at home, on campus or in a dormitory: “It’s not easy to work, being far from home. But getting out of the comfort zone is a necessary social and behavioral test.”

Joseph Volpe discovered that social fear experienced by a person in certain situations plays a significant role in the emergence of self-doubt. Therefore, with a high level of resilience, a person is able to cope with his fears, which consequently results in an increase of self-confidence. That is why we can assume that the concept of resilience is included in the concept of self-confidence [4].

As for any student, self-confidence is an important component of one's personality, since its presence and level of possession influences the emotional sphere of a person, the development of other interconnected skills, learning ability, as well the willingness to perceive and absorb information. Being a student, a person continues to improve the qualities that are significant for them. A rethinking of the inner world and self-awareness takes place, mental processes develop and, as a result, the emotional-volitional background and personality traits change. For some, this is spiritual growth through the pursuit of a spiritual ideal, for others, on the contrary, an antisocial lifestyle and, as a result, the development of deviant behavior. This explains the high interest of students in spiritual practices. In spiritual practices, there is a clear structure of striving for the ideal, criteria for the ideal and the procedure for achieving it, which subsequently forms the student's self-confidence [5].

### **Drawbacks of Excessive Confidence**

Even though confidence is an essential part of one's well-being it is important to understand its limitation and the need of practicing it in a healthy way. Since self-esteem movement in 1969, children were encouraged to express themselves more freely, while being praised for all the little achievements, even not the most significant, which finally have led to unrealistic expectations toward their own possibilities and the need of a constant source of approval. Another consequence of the self-esteem movement was the limited exposure of the children to any type of failure or experiences that might damage their own self-image. Altogether this leads to less tolerance toward criticism and failure. Even though, parents and teachers may consider that these negative experiences can affect children's psychological state, these small difficulties are necessary, especially in the long-run to establish a strong personality and to develop perseverance. Having to confront uneasy situations on a regular basis, will make them more flexible and ready to insist on their goals and ideas.

On top of that, all of this combined with the huge digital exposure made people seek immediate reward – in form of attention to themselves. Their self-confidence depends more and more on others opinion and the false image presented on online networks. All this might affect negatively their representation of world surrounding them and as well their place in it. It has been proved that all this easily to get approval and attention demotivates people to try harder in case of any failure, especially when the factors that support their self-esteem are determined by totally strange people. Once these factors fail to meet their expectations, they feel sad and unworthy [6].

### **Conclusion**

To sum up, confidence has huge impact on one's own performances and allows people to take risks and express their opinions more often. Confident people are considered as more competent, intelligent and suitable for leadership positions. All of this influences a lot the rate with which one can achieve success. Nevertheless, we should try to be grounded and have a realistic image of one's abilities and try to not rely too much on others opinion. Confidence can be very useful, but to gain the maximum profit from it people should know also its drawbacks. It is important to understand when and how to use this soft-skill. It is very useful to notice people who use this skill and know how to work with them. Practicing this skill will increase your feeling of happiness and this will make your life better than ever.

This article will be useful for people who want to develop their confidence and use it in the most efficient way, as well for people with too much confidence. The main idea of this research is to find and analyze advantages and disadvantages of different forms of chosen soft-skill. The key advantage for readers is to look at confidence from different points of view in order to improve some aspects of their life, such as health, success and stress-resilience.

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