

## 2 MINDSETS

**FIXED mindset:**  
intelligence is static.

This leads to a desire to look smart and therefore a tendency to...

**CHALLENGES**

...avoid challenges



**OBSTACLES**

...give up easily



**EFFORT**

...see effort as fruitless or worse



**CRITICISM**

...ignore useful negative feedback



**SUCCESS OF OTHERS**

...feel threatened by the success of others



As a result, they may plateau early and achieve less than their full potential.

All this confirms a **deterministic view of the world.**

**GROWTH mindset:**  
intelligence can be developed.

This leads to a desire to learn and therefore a tendency to...



...embrace challenges



...persist in the face of setbacks



...see effort as the path to mastery



...learn from criticism



...find lessons and inspiration in the success of others

As a result, they reach ever-higher levels of achievement.

All this gives them a **greater sense of free will.**