

I had the opportunity to watch Wolf of Wall Street recently. One of the scenes that caught my attention was when Leonardo DiCaprio's character Jordon Belfort started a new job selling penny stocks. What was telling about the scene was how everyone was dressed.

Everyone was dressed in casual or semi-casual clothes. Everyone except Belfort that is. Belfort showed up to work in a suit. Every time we see Belfort at work from that point forward he is always in a suit, while everyone else at his new place of employment is not. Why is this important?

It is about creating a deep belief within ourselves of success. In psychology there is the principle of a self-fulfilling prophecy. This principle is one of the truisms of psychology, but it is often misconstrued as only having to do with conscious thought - for example, if I think I am going to be successful then I will be. A belief is more than a e, s arnk

Today, I use a similar philosophy. I have my therapist clothes. These are clothes I wear when working with clients in a therapeutic manner. These clothes are my signal to myself to switch on and be present for my clients. It is way of switching into therapist mode. Similarly, I have a purple cap which I wear when gaming. When I wear that, it's a signal to game... I act and behave very differently in these modes. It is almost as if there are two distinct persons there. I call this phenomena state switching.

Dressing for success works in a similar way. It can switch us into a different state of being which is more conducive to doing well in that sphere. The movie Wolf of Wall Street reminded me of this.

I am off to purchase a red cap/hat to signal to myself, its book writing mode time...



A Way to Understand  
Shadow and Persona



The Psychology of Dressing  
for Success