



## **States of Mind in Strategic Coaching**

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### **Understanding States of Mind**

- State of mind; a mind-body state like a specific software program
- Within each state of mind we perceive, remember, feel, think, behave, and respond in a consistent mode
- Feelings always come first and trigger state change

### **Regulating States of Mind**

- Don't take it personally. The principle: everyone is always making self-statements
- Recognize the early warning signs of emotional triggers and response patterns  
Neural Conditioning Work Chart: trigger/usual response/grounding for state regulation/ideal response
- Regulate natural emotional responses, substitute ideal responses

### **Access to Mind States**

- How to access states of mind
- Regulation of feelings and states of mind is the primary determinant of mastery
- A coaching/mentoring application

### **How to Regulate States of Mind**

- Two primary ways to regulate state of mind: focus and physiology
  - Physiology: how you use your body to change your state of mind
  - Focus: what and how you focus; you always get what you focus on, not what you want
- The questions we ask determine what we focus on
- The quality of your life is determined by the quality of the questions you ask.
- Ask better questions
- Exercise: write three empowering questions that put you in a peak state

### **Neural Conditioning**

- The meaning we attach to something determines behavior
- The state of mind determines the meaning we attach
- Two forces behind all behavior:
  - The need to avoid pain
  - The desire to gain pleasure
- State comes first, then story and strategy

### **Condition Yourself to Make Changes that Last**

- Identify what to change
  - If you don't change your pattern, what will be the consequences?
  - What is the pain associated to a current choice that is now adaptive?
  - What will be the pleasure with changing?
- Interrupt the existing pattern
  - What are the cues for your automatic pattern?
  - Think of ways to interrupt the pattern once you have identified it

- Create a new association that empowers you
  - What is the new association to the familiar cue?
  - What is the change you want to bring about?
  - Think of all the things you gain and all the pleasure you will have with change.

#### Mantras and Self-Regulations

- Anchor
- Focus
- Physiology

#### **Recognize and Understand Emotional Couplings**

- The first register of any stimulus is emotional.
- Amygdala to hippocampus to attach meaning, then to the forebrain for conscious, logical register
- Two challenges:
  - Recognize the process of how emotional valuation can overwrite brain valuation
  - Understand and objectify the emotional couplings that can derail logic
- Two questions:
  - What choices are worth making?
  - How much does each choice cost?