



## COACHING REVEAL: POWERFUL CHOICES FOR QUICK THINKERS

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Those of us with quick minds and fast reaction times may want to consider how thoughts and emotions work together. We may be prone to quick reactions that don't always yield the best results; but we have options. By adopting "Watcher Mode" and noticing what fuels our reactions—we can broaden our choices and apply skills that lead to better relationships, increased trust, and powerful results. **(Actual client scenario.)**

### HOW WE THINK IT WORKS

<i>Event Stimulus</i>	<i>Result Response</i>
Jim is late to our meeting	<p>I get annoyed. I make a sarcastic remark or don't make eye contact and use a curt tone.</p> <p>This starts us off on the wrong foot and prevents us from finding best solutions for our shared project.</p>

### HOW IT REALLY WORKS

<i>Event</i>	<i>My Thought(s) About the Event</i>	<i>Emotion = The Body's Reaction to a Thought</i>	<i>Reactive Response</i>
Jim is late to our meeting	<p>"He doesn't respect me"</p> <p>"This always happens to me"</p> <p>"Jim doesn't care about our project"</p>	<p>Increased heart rate, face flushed, tense shoulders...</p> <p>experienced as anger or frustration</p>	<p>I get annoyed, don't make eye contact, and <i>stimulate a mirroring adrenaline state in Jim</i>. It starts us off on the wrong foot, etc.</p>



### HOW IT CAN WORK, WITH AWARENESS AND PRACTICE

<b>Event</b>	<b>First thought(s)</b>	<b>Emotion</b>	<b>Alternative thought</b>	<b>Effective response</b>
<b>Jim is late</b>	<b>"Jim doesn't respect me"</b>	<b>Tension, frustration</b>	<b>Jim has trouble controlling his schedule</b>	<b>Ask how much time he has and confirm agenda</b>
	<b>"Here we go again"</b>	<b>Dejection</b>	<b>His tardiness is his business</b>	<b>"Let's make the most of our time. What is most important today?"</b>
	<b>"He doesn't want to work with me on the project"</b>	<b>Anger and Rejection Sensitivity</b>	<b>The results are what matters</b>	<b>"Can we make this easier for you?"</b>
	<b>"My project might fail"</b>	<b>Fear</b>	<b>I want to get the maximum out of Jim that I can</b>	<b>"How can we move our project forward?"</b>

Look for a situation (or pattern of interactions) that sparks strong emotions and quick, stressful reactions in you—and in which you want to be more effective. Identify the stressful thoughts that arise in this situation. (Don't hold back; be honest about what thoughts lead to the negative emotion.) Then work alone or with a partner to find an alternative thought that is as true or truer than the original stressful thought—one that allows you to respond in a calmer, more peaceful, and more effective way.