



Education

Strategies for Success – Part 2

Accountability: The Competitive Advantage

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- ❖ In the last seminar of this series we learned how our brain functions when we are stressed and in reaction verses when we are calm and being responsible. We learned about our brainwaves and how to access calmness and creativity through breathing and meditation.
- ❖ This time we will go deeper to look at what causes reactions and how to stop yourself from going there, at least most of the time. You will learn how to empower yourself to deal with the tension in your life rather than being a victim of circumstances.
- ❖ If you didn't make the last seminar don't worry I will recap it before we get into the new material.

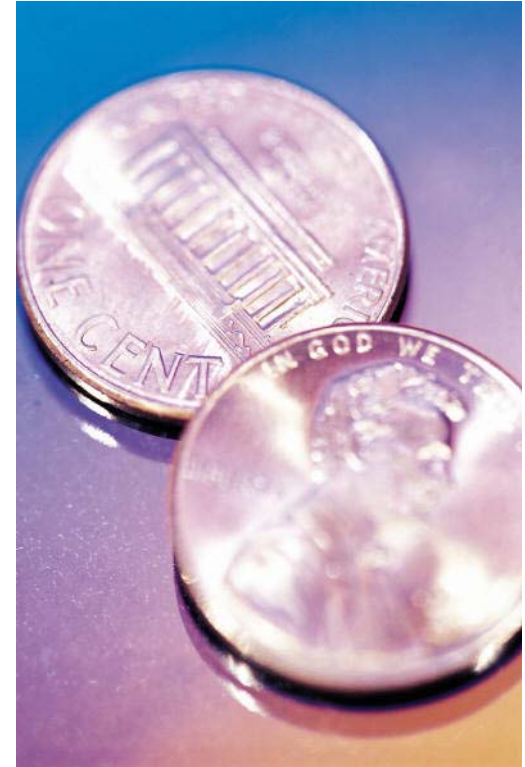
You will learn how...

➤ Coming soon...



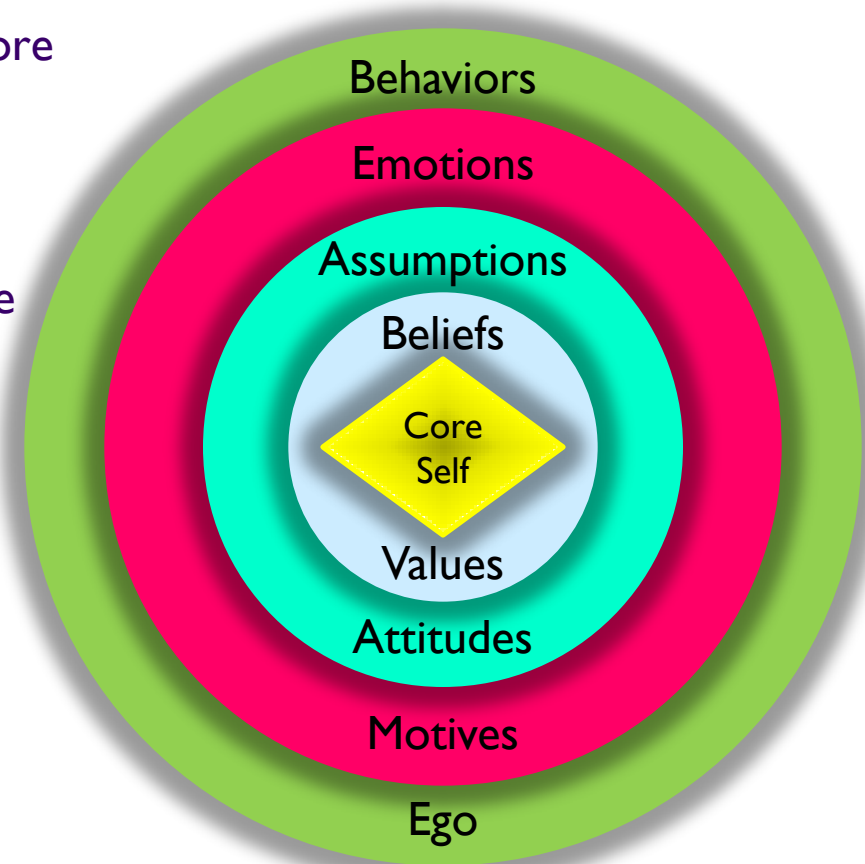
Try this philosophy on for size...

- ▶ There is no such thing as:
 - ◆ GOOD or BAD.
 - ◆ RIGHT or WRONG.
- ▶ There is only the other side...
 - ◆ Which side is good or right?
 - ◆ Both are equal because they must maintain balance.
 - ◆ Both serve a purpose.
 - ◆ Just like a “1” and a “0”, there is no right or wrong only on or off.
 - ◆ You can't have one without the other.

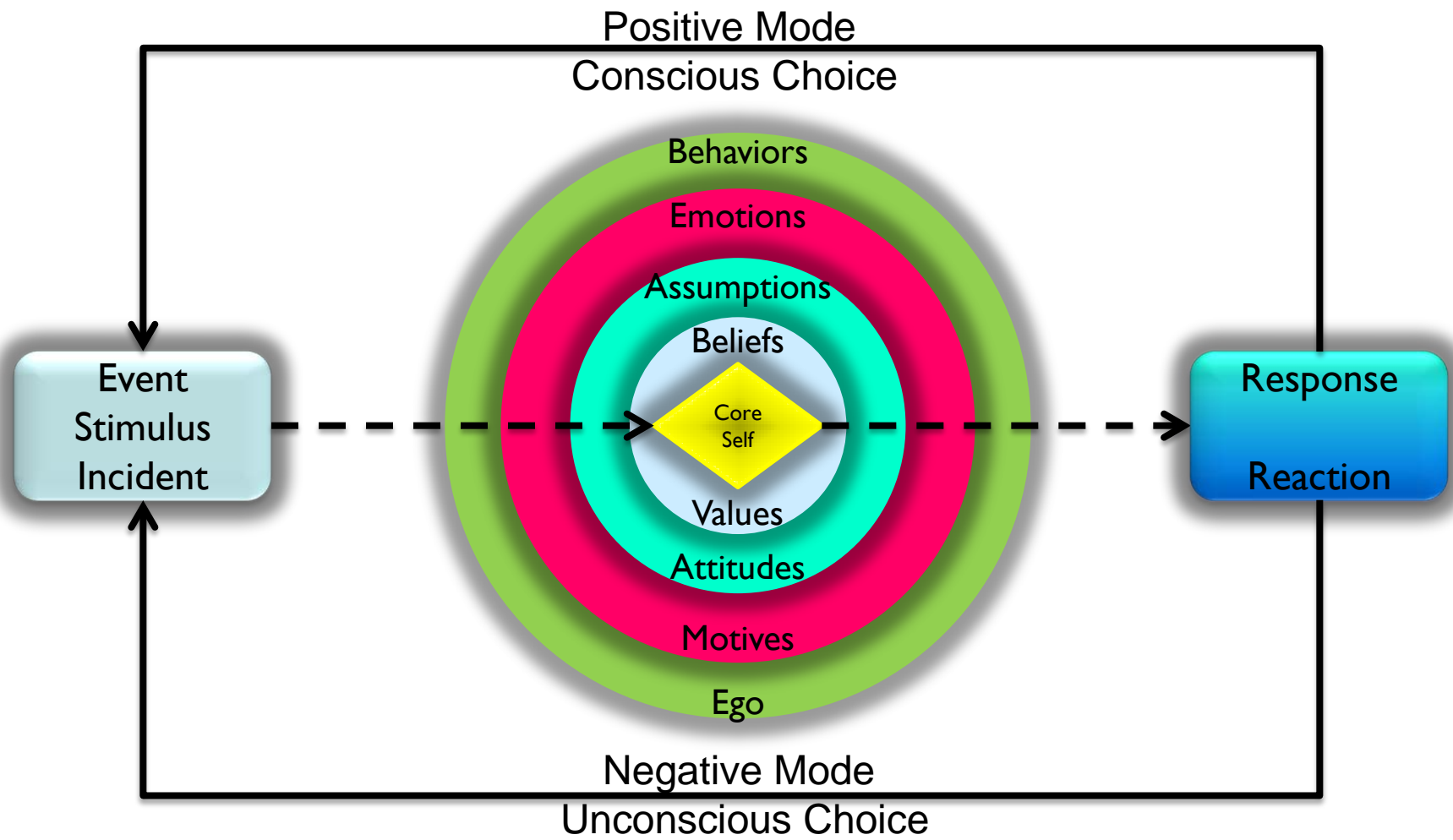


Our individual psychological development

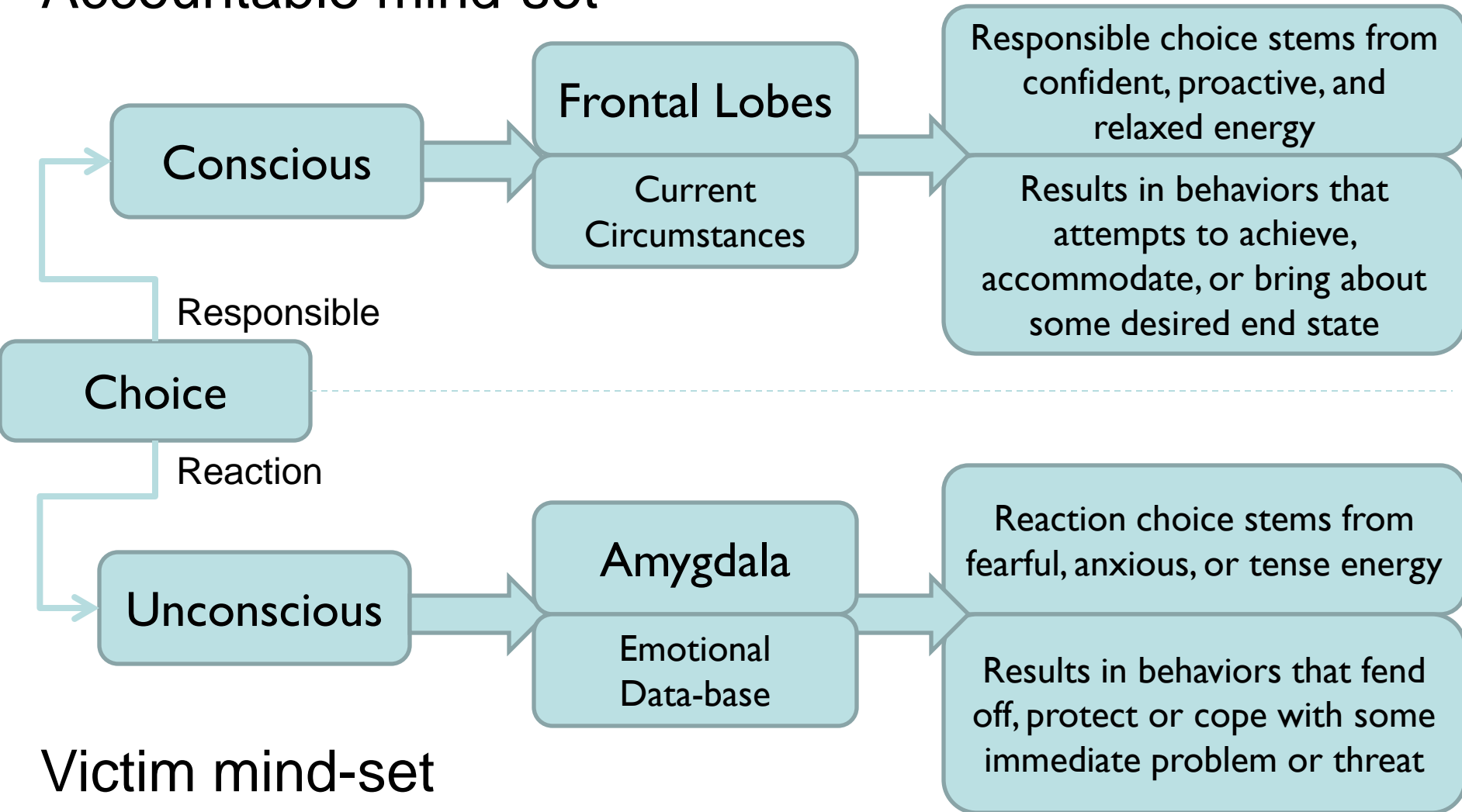
- ◆ Everything starts with our unconscious core self
- ◆ Belief system development based on experiences and exposure to the world
- ◆ Values developed by what we think or are taught is the “right way”
- ◆ Assumptions based on our belief system, values and experiences
- ◆ Attitudes reflect our disposition
- ◆ Emotional development or lack there of provides unpredictable element
- ◆ Motives – our agenda, makes everything about us
- ◆ Behaviors determines how others see us
- ◆ Ego made up of our exaggerated sense of self-importance



Everyone has individual & unique filters...



Accountable mind-set

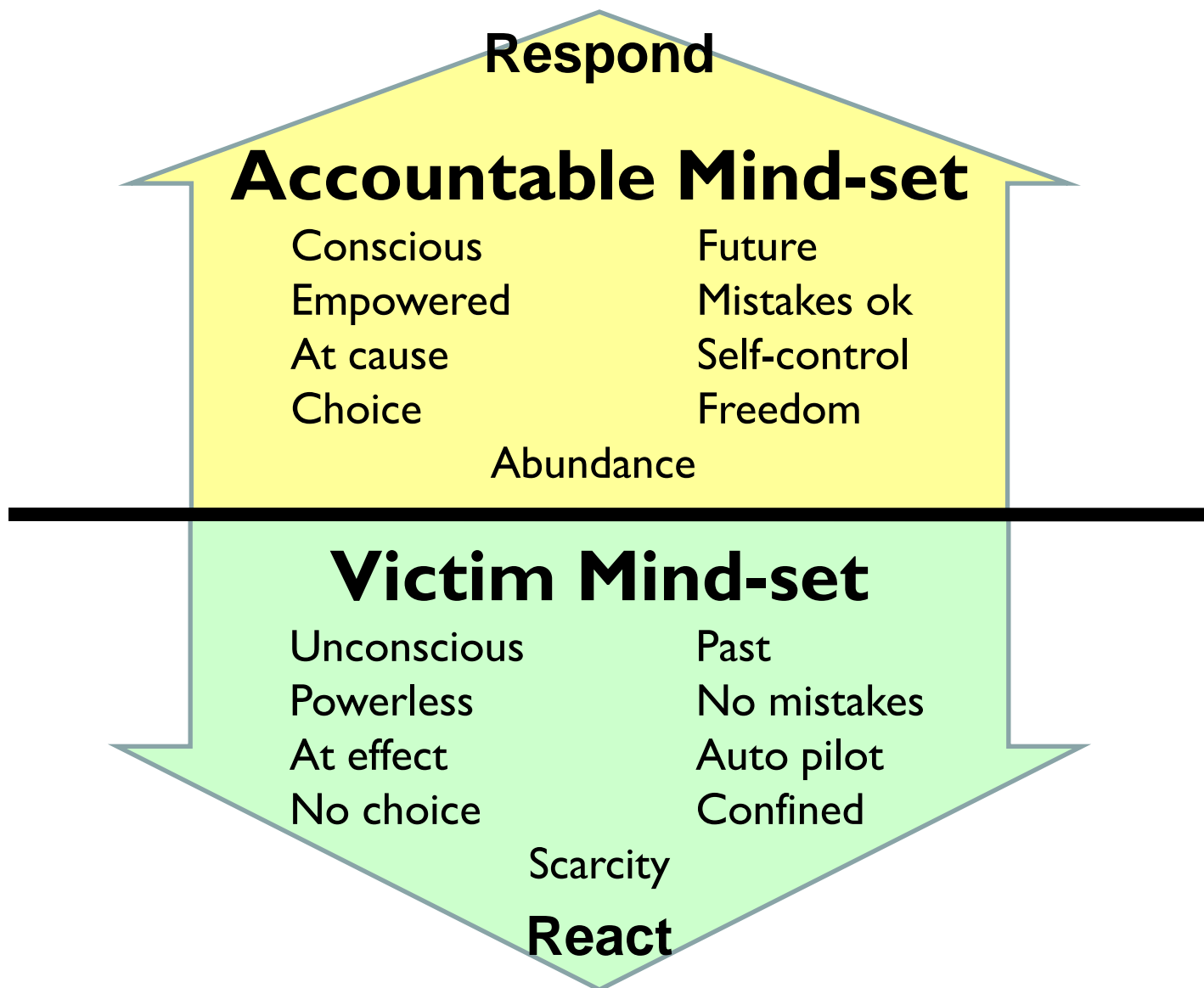


Victim mind-set

Emotional Data-base concept...

- According to Jung, Freud, and other important psychology dudes the concept of a shadow, repressed self, or our “emotional data-base” is first created around the age of 1 to 2 years
 - ◆ Every time you are denied an emotion or feeling, made fun of, ridiculed, hurt, etc an entry is made into your EDB
 - › Parents contribute basis material up until about 9-13
 - › High school really fills the database – sometimes on an hourly basis
- EDB is stored in subconscious (i.e. the unconscious)
- If ignored, the EDB can overload, and some really uncomfortable stuff happens
 - ◆ Especially at the most inopportune time

- The EDB is used to create our “projections”
- Projections are used as a defense mechanism
 - ◆ This occurs when a person's own unacceptable or threatening feelings are repressed and then attributed to someone else
- Projections are used to protect the mind/self/ego from anxiety, social sanctions or to provide a refuge from a situation with which one cannot currently cope (more later)



- Accountability is not about FAULT or BLAME
- Accountability is about:
 - ◆ The ability to account for the choice(s) you make (or made)
 - ◆ Being able to raise your consciousness level when emotionally upset
 - ◆ Notice it, accept it, move on
 - ◆ Not walling it up
 - ◆ Projecting something
 - ◆ Knowing about – is it a projection or is it something you can deal with rationally - feedback

- Victim is the other side of accountable
 - ◆ Victim is not about good or bad it is just a different energy
- By taking a victim mind-set
 - ◆ One is dramatically influenced by external factors and circumstances
 - ◆ You might feel helpless or feel like you have no choice
- We are all victims
 - ◆ The level of our victim-ness is defined by the length of time we spend feeling sorry for ourselves
 - ◆ Whether you ever accept accountability for the results you created

➤ Victims

- ◆ Reasons, stories and excuses for not generating results
- ◆ Often blames others
- ◆ Not my job mentality
- ◆ Feelings of low self-esteem or self-worth

➤ Accountable

- ◆ Results driven
 - ◆ Undesirable results OK, as long as you learn something
 - ◆ Strong sense of self-worth
- Having a Victim or Accountable Mind-set can be dynamic and one fluctuates between the mind-sets



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Projection

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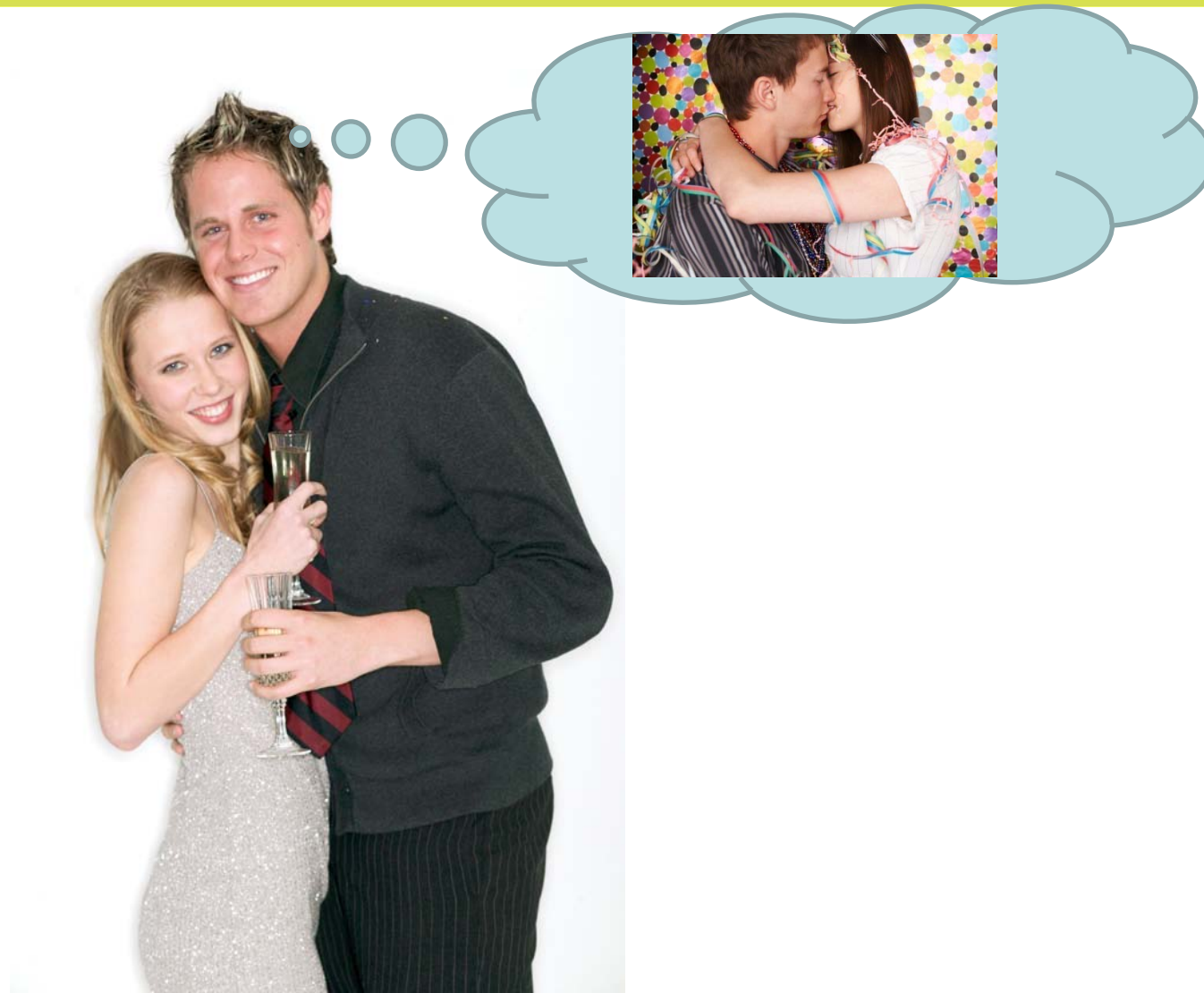
- The unconscious act of denial of a person's own attributes, thoughts, and emotions,
 - ◆ which are then ascribed to the outside world,
 - ◆ such as to the weather, a tool, a pet, or to other people
- Projection:
 - ◆ is considered one of the most profound and subtle of human psychological processes,
 - ◆ and extremely difficult to work with,
 - ◆ because by its nature it is hidden.
- It is the fundamental mechanism by which we keep ourselves uninformed about ourselves.

- Projection is always seen as a defense (spelled defence in references) mechanism that occurs:
 - ◆ when a person's own unacceptable or threatening feelings are repressed
 - ◆ and then attributed to someone else.
- The purpose of the defense mechanism:
 - ◆ is to protect the mind/self/ego from anxiety, social sanctions
 - ◆ or to provide a refuge
 - ◆ from a situation with which one cannot currently cope.
- The term "defense mechanism"
 - ◆ Often refers to a definitive singular term for:
 - > personality traits
 - > which arise due to loss or traumatic experiences
 - > including what has been repressed, denied, disowned, etc.

Consider this happy couple...



Husband has thoughts of infidelity...

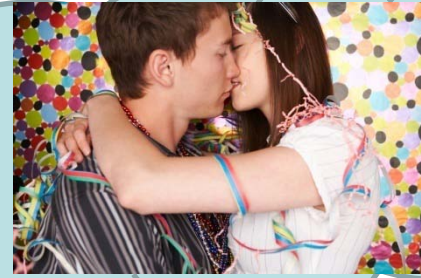


Husband has no resources to deal with this in a healthy manner... so...

- Instead of dealing with these undesirable thoughts consciously...



- He sends these thoughts to the depths of the subconscious...



Movie time...

He unconsciously projects these feelings onto the other person,

and begins to think that *the other* has thoughts of infidelity and may be having an affair.



“Denial” is not a river in Egypt...



Thus he can obtain
“acquittal by his conscience”
- if he projects his own
impulses to faithlessness on
to the partner to whom he
owes faith.

In this sense,
projection is related
to **denial**, arguably the
only defense
mechanism that is
more primitive than
projection.

➤ In other words,

**“IT’S NOT ABOUT THE OTHER PERSON
OR THING!”**

“IT’S ABOUT YOU!”



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Dealing with our Projections

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- The compassion model is designed to help you be responsible with your reactions to other people.
 - ◆ Use this model when you know your reaction to another person (or event) is over the top.
- When you have completed the following 4 steps, you will find yourself in a more compassionate place.
 - ◆ You may choose to follow up with the one who triggered you by using the Feedback Model.
 - ◆ You may realize you are complete and do not need to use the Feedback model.

Model provided by:

- ◆ Jennifer Deming, CDC, CPC, (831) 246-2352, jendem@pacbell.net

I. Point the Finger

- Do this by yourself, not with the person you are triggered by.
- Literally point your finger at the person/behavior you find upsetting and let yourself rant about it.
- “You are so selfish, so rude, you cut me off and don’t let me speak and I hate that...how dare you...etc”

2. Ask yourself

- Where in my life have I felt this before?
- Look for a specific memory.
- “I was a quiet child in a family filled with very big personalities. I remember trying to get a word in when my family was deciding on a vacation, and every time I would start to speak, someone would talk over me and drown me out.”

3. Where in my life have I done this to someone else?
 - Look for a time you have done what bugs you to someone else.
 - “I have done this to my kids many times when they want to talk to me and I am busy or I am talking to a friend.”

4. Wherein my life have I done this to myself?
 - Look for where you do the thing that bugs you to yourself.
 - “I was in a seminar and I had a solution to a problem the group was working on, but I didn’t believe in myself and I chose not to speak. I shut myself down by allowing my fear to *talk over me.*”

Responsible choice...

- We are metaphoric icebergs...
 - ◆ 90% of the time we make are unconscious choices
 - ◆ Even the best of us are subject to going on auto pilot (reacting) and making choices based on our past
 - › Not the present circumstances
- Does not guarantee that we will always make great choices
 - ◆ It means we are responsible (accountable) for the choices we make
 - ◆ It means taking an empowered approach to the consequences of our choices verses “being a victim of circumstances”
- Is practicing responsible communication
 - ◆ Being respectful towards others
- Shows up in our actions and behaviors
- Requires the essential element of time which determines whether we make conscious or unconscious choices (STOP) - Step back, Think, Organize, and Proceed (*T. Gallwey*)

Responsibility strategy...

- When you feel like reacting or are ticked off
 - ◆ STOP and count to 10
 - › It takes at least 10 to 12 seconds for the physiological effects of the amygdala to subside
- Breath
 - ◆ Take full deep breaths, hold, exhale and hold – do not sigh
- It helps to set a physical anchor
 - ◆ Pick a non-intrusive action that slows you down
 - › Tap your thumb and index finger together
 - › Touch you watch
 - › Twirl a ring
 - › Touch your heart

Speaker information

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- Please send any comments and suggestions for the Professional Development track to ddemming@soltechnology.com

**Many thanks to the following individuals
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