The Truth About Change



DOUGLAS R GOFFMAN
COGNITIVE PERFORMANCE COACHING



The Truth About Change

Leading Change: John Kotter

The Six Secrets of Change: Michael Fullan

The Dance of Change: Peter Senge

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Essential Questions

- 1. Who really needs to change?
- 2. Why should we bother to change?
- 3. What about, "If it ain't broke, don't fix it?"
- 4. Do changes occur all the time, even if we don't realize it?
- 5. When we learn, does that change our way of thinking?
- 6. How big does the change need to be in order to make it worthwhile?
- 7. Why should I change if nobody else seems to care about doing things differently?
- 8. What if the changes are more about me and my habits?
- 9. Does change help us to gather a fresh look at the work that we do?
- 10. Do we allow other people to change or do we hold them to their reputation?



Recurring Themes

Habit Design **Identity Control Emotion Process Distraction** Personality Experience **Productivity** Resistance



Resistance to Change

Sustaining any profound change process requires a fundamental shift in thinking.

We need to understand the forces and challenges that impede progress.

"Every movement is being inhibited as it occurs. This is nature's way. We can either work with it, or work against it."

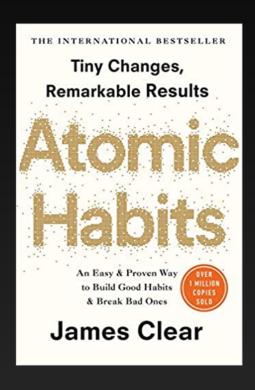
Humberto Maturana

Where do you see the resistance coming from?

Identity emerges from habits

Your identity emerges out of your habits. You are not born with preset beliefs. Every belief, including those about yourself, is learned and conditioned through experience.

More precisely, your habits are how you embody your identity.



Think of 5 habits that help to define your identity.





The Crucible

List 5 significant events in your life.

	What habits did you develop from each event?
1_	
 2_	
 3_	
 4_	
 5_	



ie. my habits look like this

List 5 significant events
in your life.
1 <u>Youth</u> <u>Sports</u>
2 <u>Dad died age 54</u>
3
4
5

What habits did you develop from
each event?
1 Value conditioning and strength.
Competitive instinct. Teamwork. Lose
gracefully. Never give up. Positive Attitude.
2 Embrace difficulty. Step up. Live every day.
Love life. Go for everything. Few limits.
3
4

the ever challenging role of the supervisor

Mental Health resource
Referee
Logistics specialist
Collaborator
Problem-solver
Coach/Teacher
Skill-Developer

What did I miss? How has it changed?

Personality

Can we shape or change our personality to meet the demands of the job?

Or

Is it a function of:

DNA?

Environment?

Parents?

Experience?

How does your personality impact team performance?



Its all about the PROCESS

A Supervisor's Process

Step 1

Step 2

Step 3

Step 4

Step 5

Step 6

Step 7

Step 8

Elle's process

practice focus and eliminate distractions

rehearse and solidify pre-shot routine

refine daily routine: habits and calendar

TURNING
FLYWHEEL

Non-American

intentional skill development and deliberate practice

manage expectations

Elle's Process: The Flywheel fitness, diet and nutrition

practice emotional control and mindfulness

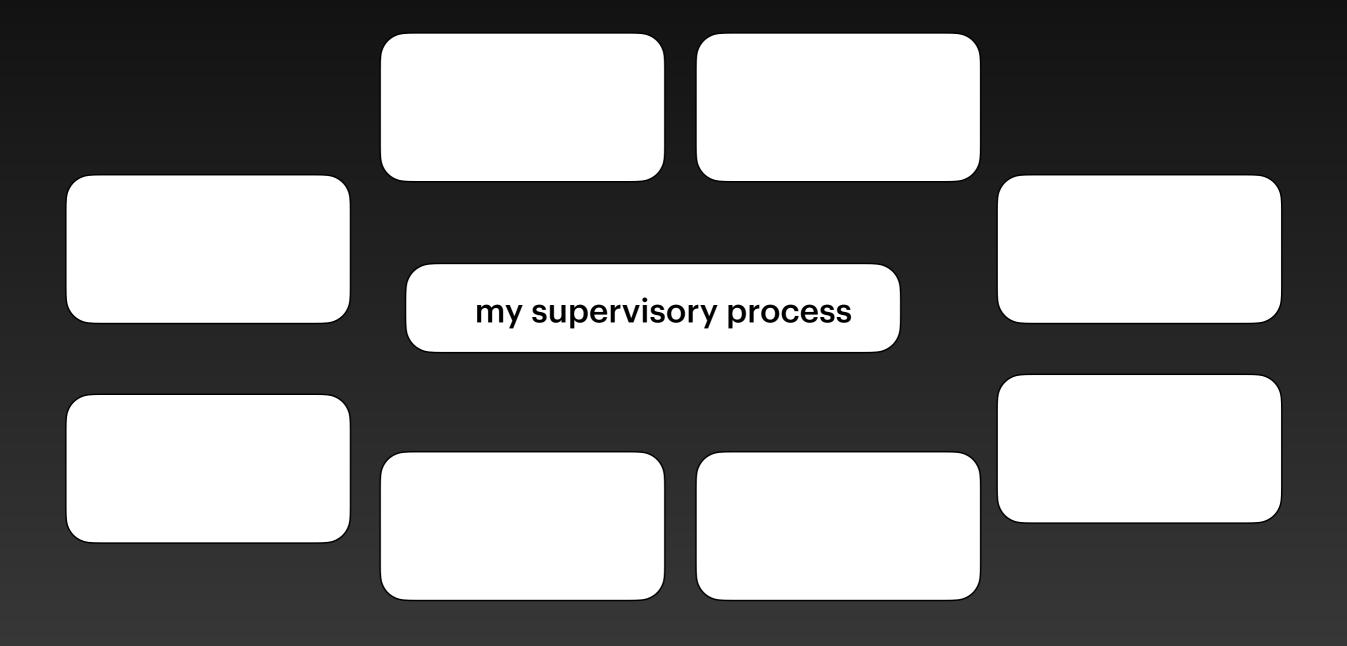
build & maintain self-confidence

define preparation strategies

use imagery and mental representations



Its all about the PROCESS





Happiness and Performance

Top Performers Have a Superpower: Happiness

Harvard Business Review Article

We followed nearly one million U.S. Army soldiers for five years...



Top Performers Have a Superpower: Happiness

SPRING 2022 ISSUE

> Paul B. Lester Ed Diener Martin Seligman

A large-scale study found that well-being predicts outstanding job performance.

... That raises the question, what really is happiness? The behavioral science literature often refers to happiness as subjective well-being because the meaning of happiness varies in different contexts...

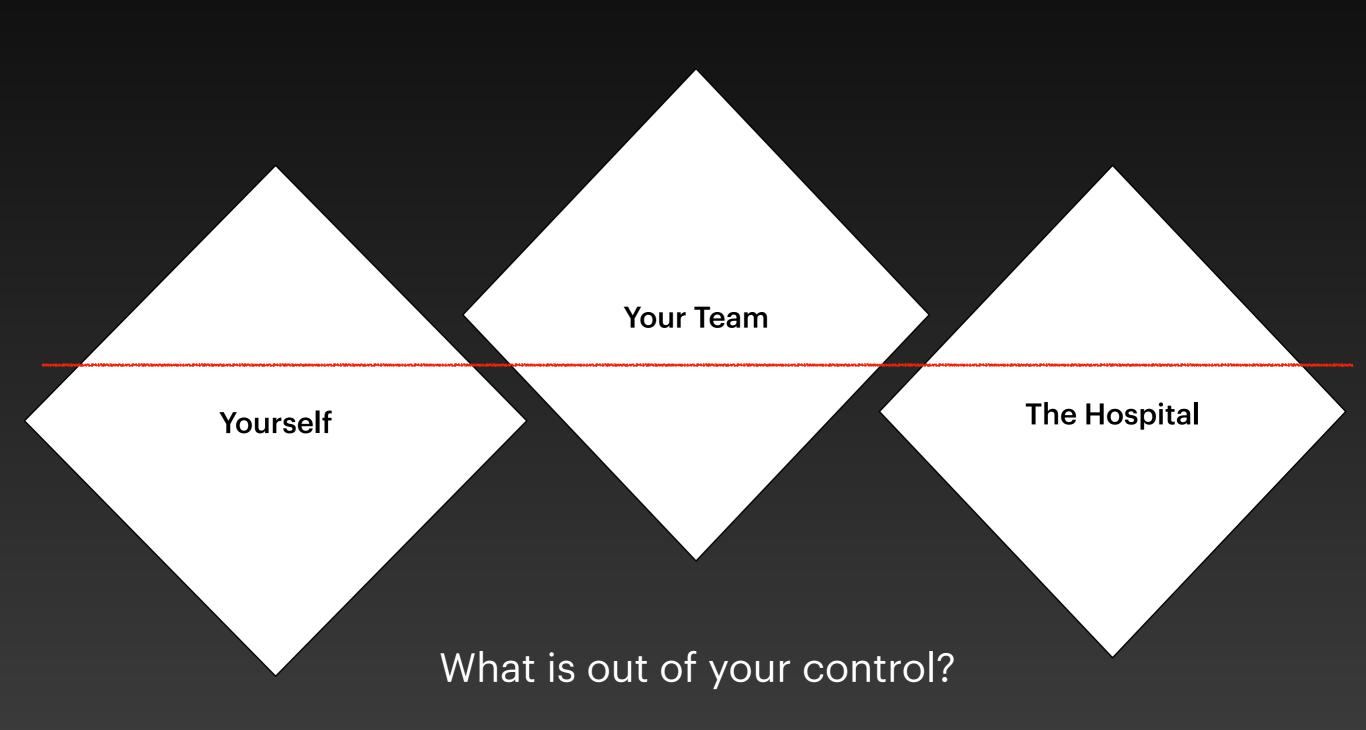
- ... they coalesce around three areas:
- 1. a person's own assessment of their satisfaction with life;
- 2. how much positive emotion (such as enjoyment, enthusiasm,, inspiration, or pride) they experience;
- 3. how little negative emotion (such as hostility, irritability, fear, or nervousness) they experience.

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Locus of Control

What would you change if you could?



Harvard Business Review Webinar

Whitney Johnson "Creating a Culture of Learning and Growth"

QUOTE: TOM RATH: STRENGTHFINDERS





"post-traumatic growth"

These Chinese characters represent the word "learning."

Study and Practice Constantly

child in a doorway

bird leaving the nest



accumulate knowledge

youth and wonder