

Thinking – Feeling - Action

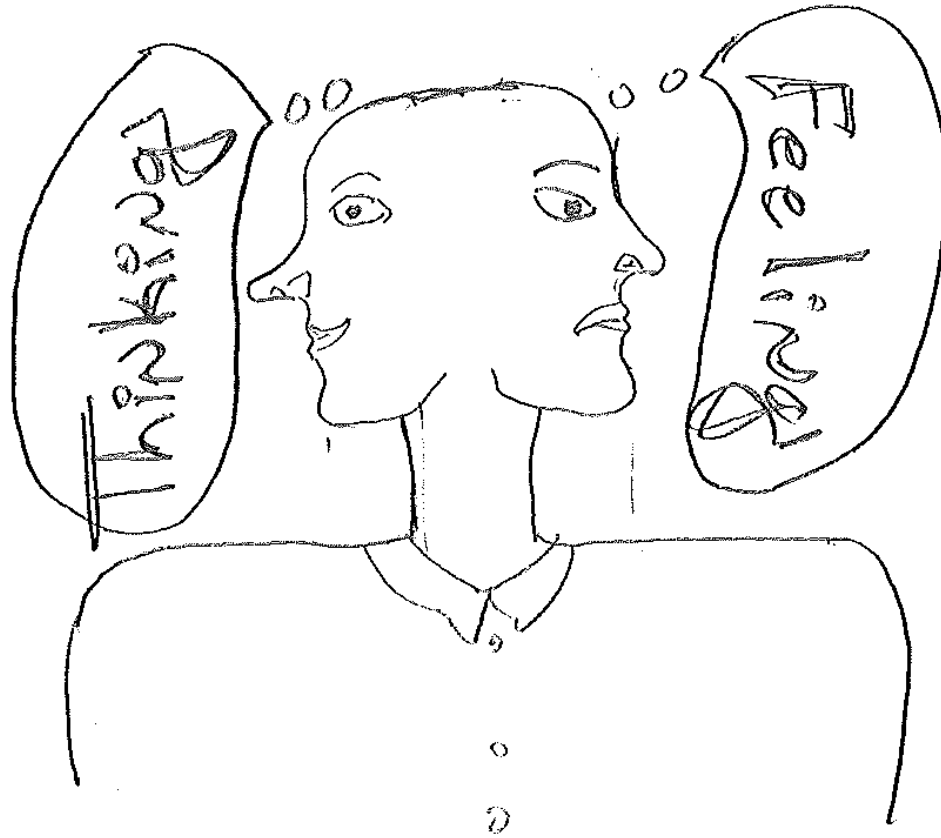
Your Paradigm for Success



Thinking - Feeling - Action

Battlefield of the Mind

Success



Failure



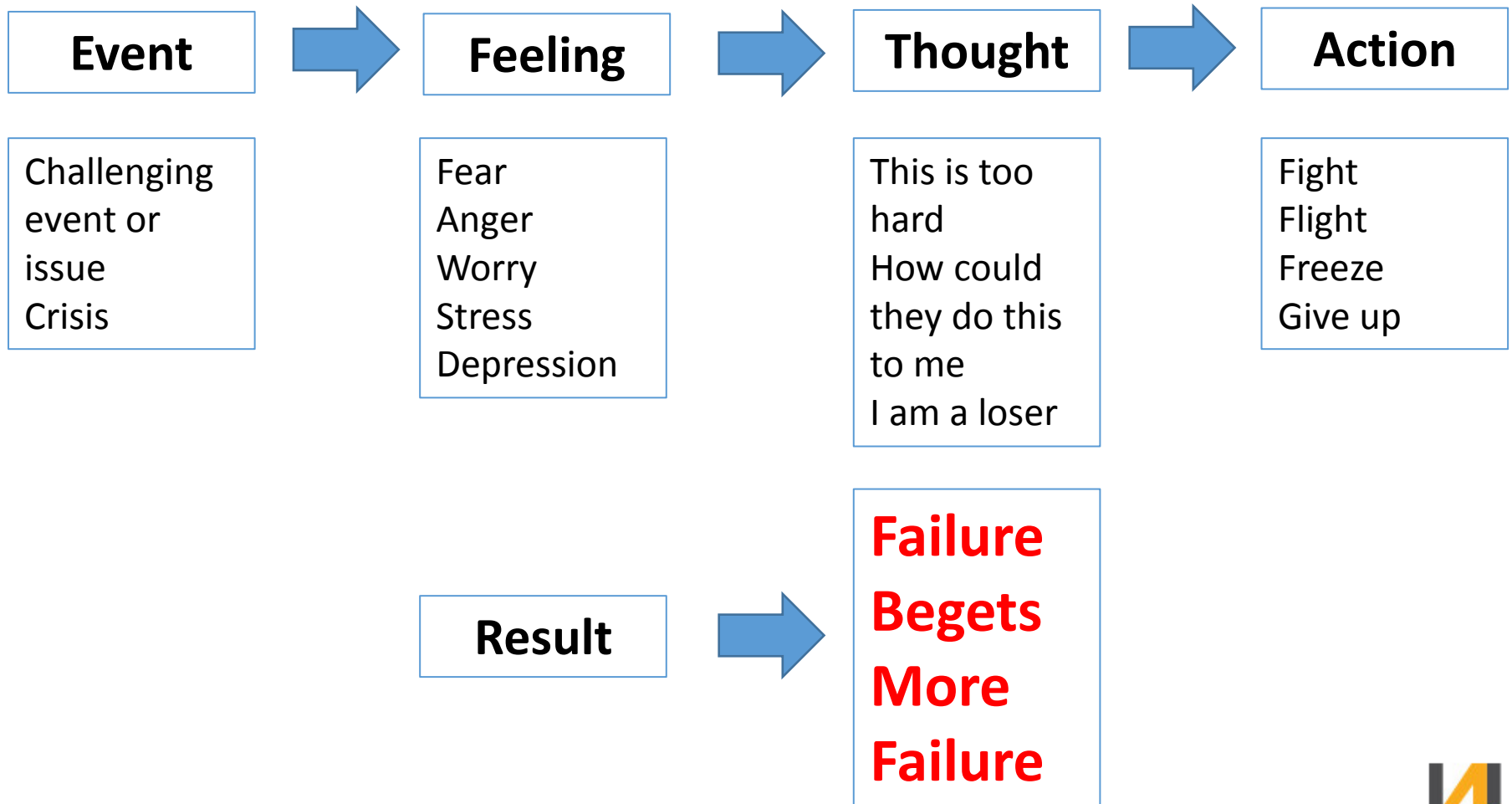
Your Catalyst

- ▲ **Thinking Feeling Action** is your Paradigm for Success
- ▲ **Feeling Thinking Action** is your Paradigm for Failure
- ▲ You **CHOOSE** which you pay attention to **FIRST**
- ▲ **Success or Failure is your choice!**

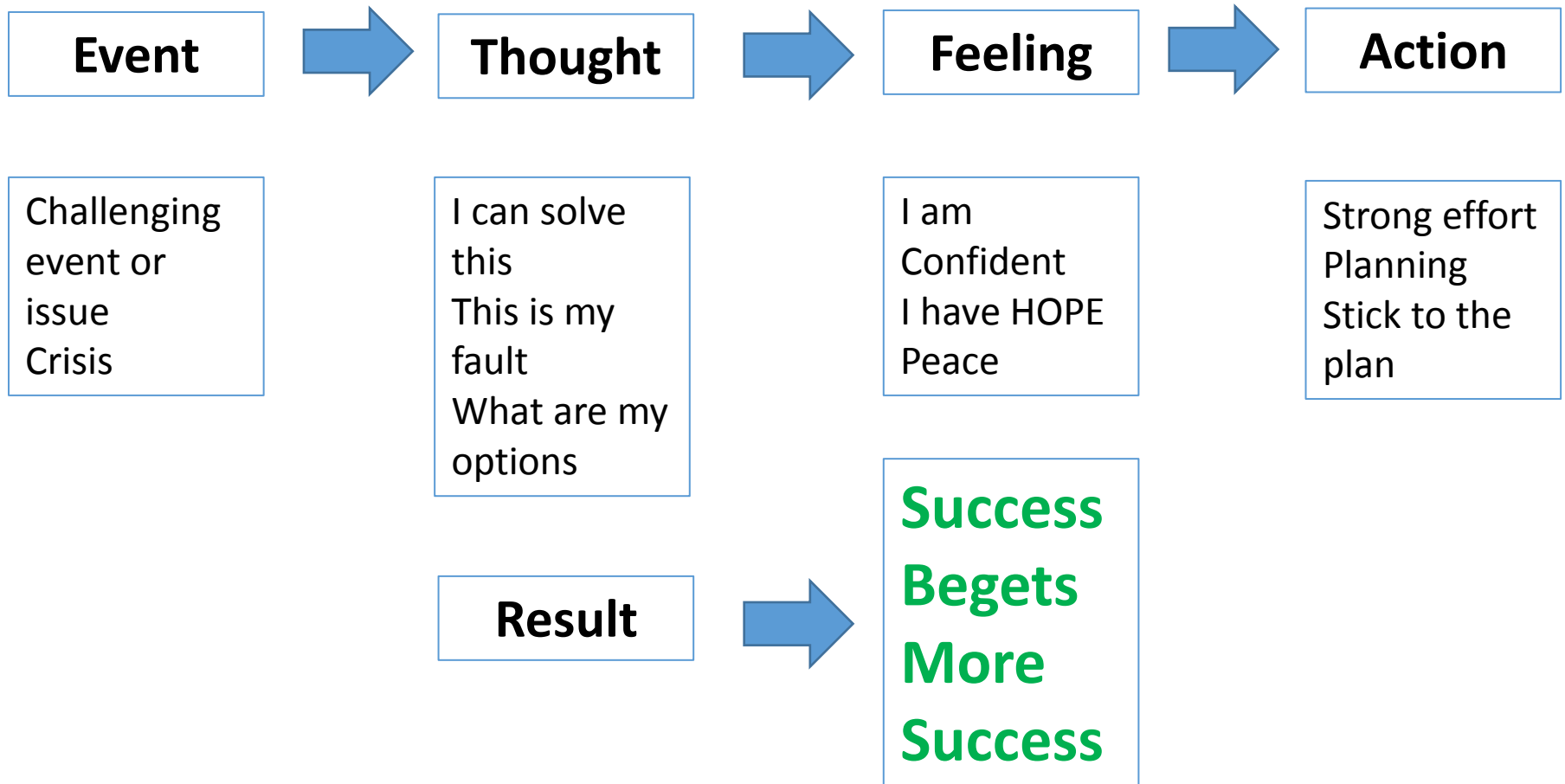
Thinking – Feeling - Action

- What is TFA
- The Power of Compounding Positive Choices
- Taking Personal Responsibility
- Pride vs Self Awareness
- Common Biases that affect our Thinking

Thinking - Feeling - Action



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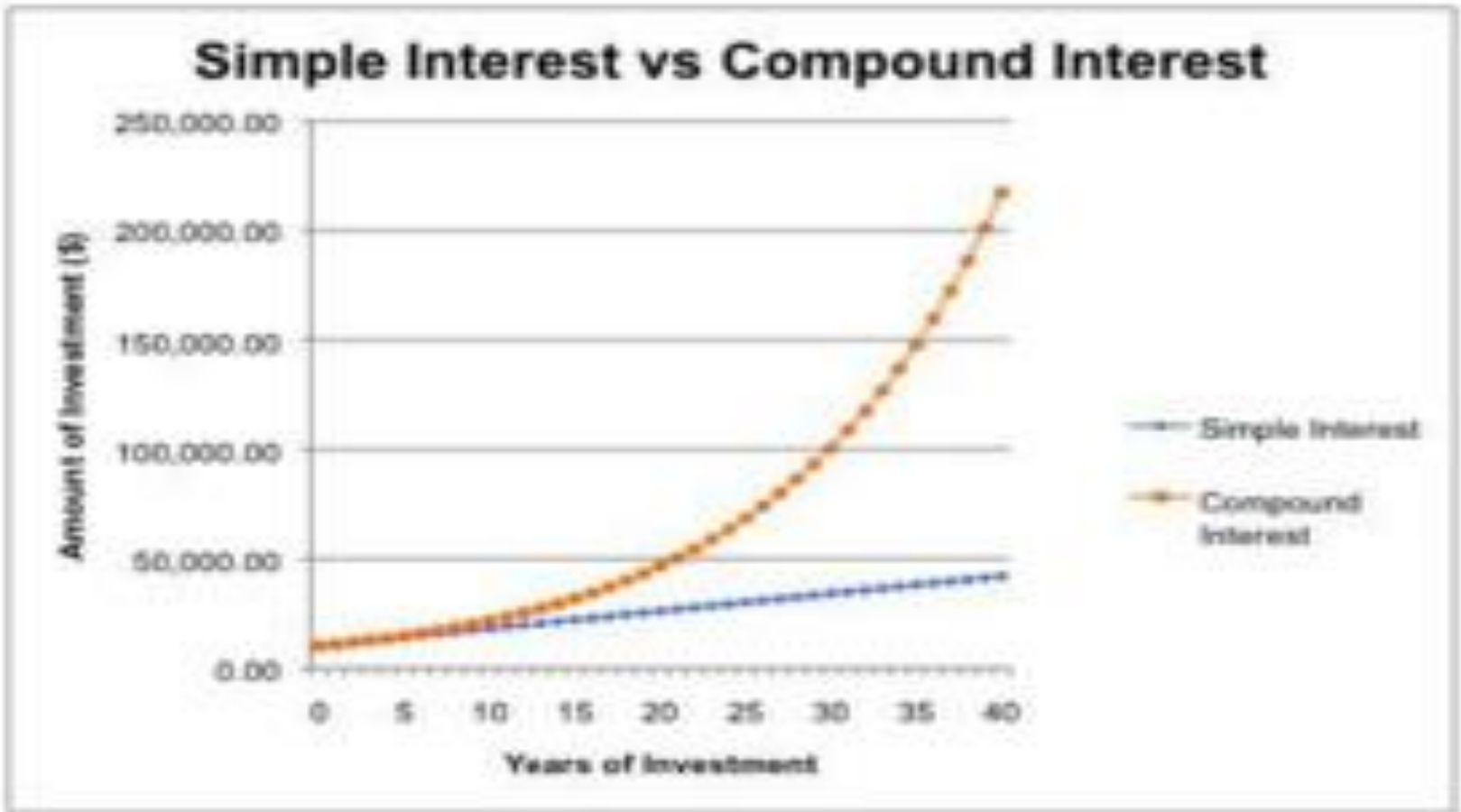




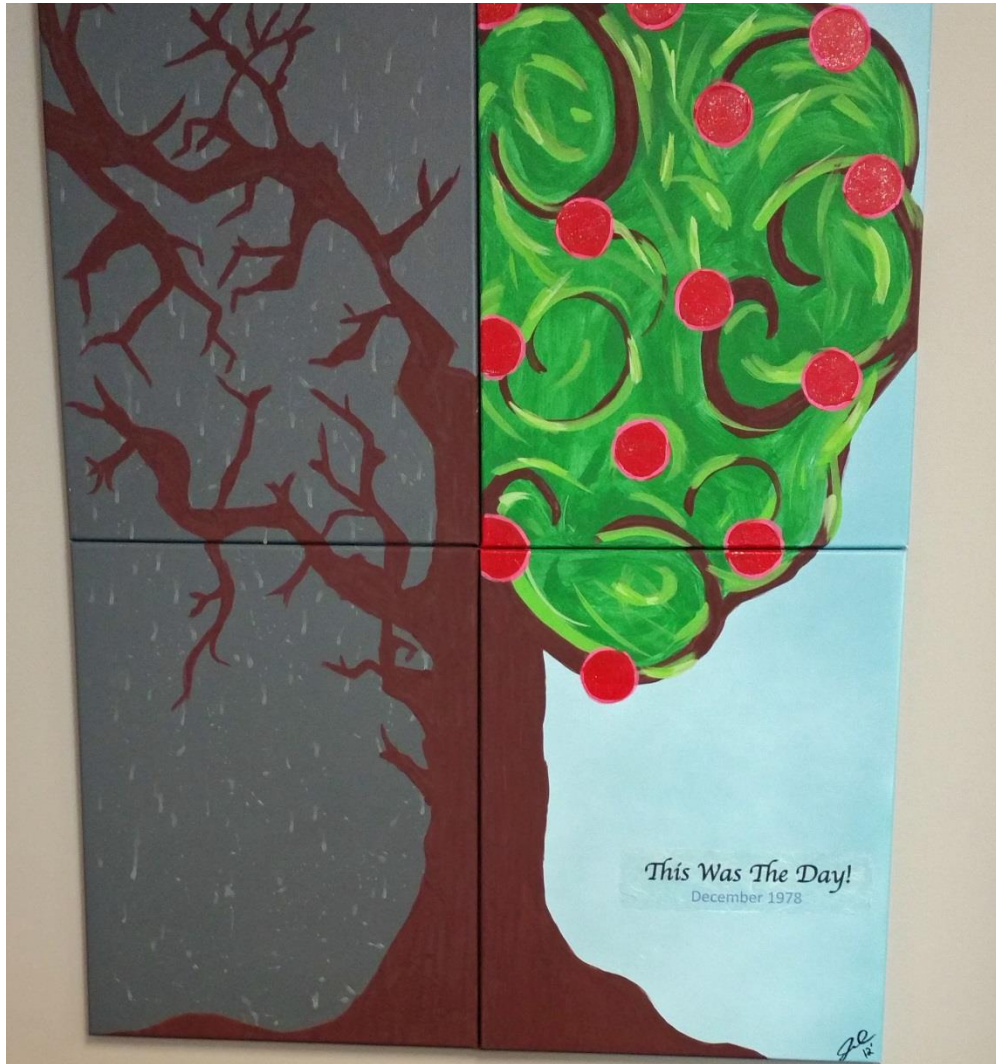
Your Catalyst

- ▲ One of the principles that drives the benefits of TFA is the compounding power of positive choices.**

Compounding



Power of Positive Choice





Your Catalyst

▲ TFA- Means you take responsibility in your thoughts for all issues, so that you can do something about the issue.

Pride Vs Self Awareness

- Pride is a Feeling
- Self Awareness is a necessary Leadership skill
- Self Awareness is a Thinking Process
- This switch in decision making is core to effective Leadership

Common Harmful Biases

Stability Biases

- △ **Status Quo bias**- We prefer the status quo in the absence of pressure to change it.
- △ **Present bias**- We value immediate rewards very highly and undervalue long term gains.
- △ **Loss aversion**- We feel losses more acutely than gains of the same amount, which makes us more risk averse than a rational calculation would recommend.

Common Harmful Biases

Biases related to perceiving and judging alternatives

- △ **Confirmation Bias**- We fail to search impartially for evidence. We place extra value on evidence consistent with a favored belief and not enough on evidence that contradicts it.
- △ **Anchoring and insufficient adjustment**- We root our decisions on an initial value and fail to sufficiently adjust our thinking away from that value.
- △ **Groupthink**- We strive for consensus at the cost of a realistic alternative course of action.

Common Harmful Biases

Hubris Biases

- △ **Excessive optimism**- We are overly optimistic about the outcome of planned actions. We overestimate likelihood of positive results and underestimate negative results.
- △ **Overconfidence**- We overestimate our skill relative to others, hence our ability to affect future outcomes. We take credit for the past positive results without acknowledging the role of chance or others.
- △ **Egocentrism**- We focus on our own perspective to the point that we can't imagine how others are affected. We assume everyone has the same access to information we do.

Common Harmful Biases

Biases related to framing alternatives

- △ **Sunk-cost fallacy**- We pay attention to historical costs that are not recoverable when considering future course of action.
- △ **Escalation of commitment**- We invest additional resources in an apparent losing proposition because of the effort, money and time already invested.
- △ **Controllability bias**- We believe we can control outcomes more than is actually the case, causing us to misjudge the riskiness of a course of action.

Thinking – Feeling - Action

- Create a new Habit of Thinking first
- Take some deep breaths
- Give the Choice some time to evolve
- Use the Biases list to self Assess
- Get Quality Counsel