Go with Your Gut: Making Insightful Ethical Decisions in an Over-Thinking World
Shelley Row, PE, CSP

Over-Thinking Decisions

Think of a tough decision that caused you to over-think. Think of a time when a prospective client was over-thinking?

1. **Recognize Over-Thinking**: How do you know that you are over-thinking?

2. **Name the Nagging Feeling**: What’s your probing question?

3. **Dig in**: What’s the source of the nagging feeling? If you release the narrative, what are you now freed up to do?

4. **Make the Decision**

5. **Implement the Decision**: Separate implementation issues from the decision.

Knee-Jerk Decisions

**Know It: Triggers and Somatic Markers**
Triggers may be a situation, a word or a person. Triggering events include…

Somatic Markers
What is a typical somatic marker for you?

- Tightness in your chest
- Racing heart
- Sweaty palms
- Clenched jaw
- Flushed skin
- Knot in your stomach
- Hot under the collar
- Chills running up your spine
Over-reactions take one of five forms.
- Fight
- Flight
- Freeze
- Appease

What reactions do you have?

**Slow It: Remove Yourself from the Heat**
Ways that successfully calm your reactivity...

**Probe It: What’s really going on for you?**

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**Aha Moment**

**Brain Break**
Fill yourself with available information, notice your feelings and then take a break. Give your brain a chance to assimilate both fact and feeling. Methods to take a brain break:
- Sleep on it
- Step away
- Take a break
- Walk in nature
- Run, hike, bike, swim
- Play with your pet
- Do art
- Play music
- Fish
- Dance
- Meditate
- Quiet time on flights

How can you take a brain break? At work? Outside of work?