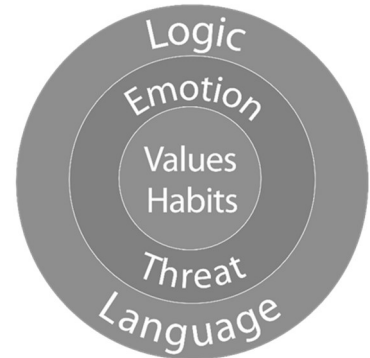


Go with Your Gut:
Making *Insightful* Ethical Decisions in an Over-Thinking World
Shelley Row, PE, CSP

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

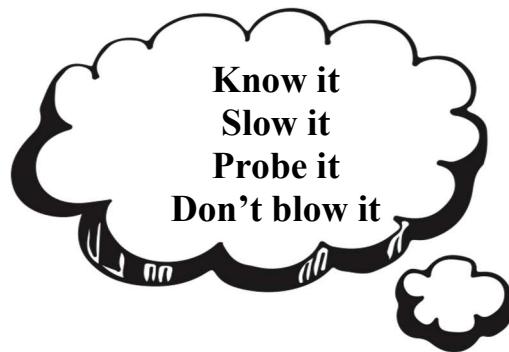
What is a typical somatic marker for you?

- | | |
|--|---|
| <input type="checkbox"/> Tightness in your chest | <input type="checkbox"/> Flushed skin |
| <input type="checkbox"/> Racing heart | <input type="checkbox"/> Knot in your stomach |
| <input type="checkbox"/> Sweaty palms | <input type="checkbox"/> Hot under the collar |
| <input type="checkbox"/> Clenched jaw | <input type="checkbox"/> 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?

Situation	Trigger & Reaction	Somatic Markers	Slow it	What's <i>really</i> going on?

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:

- | | |
|--|--|
| <input type="checkbox"/> Sleep on it | <input type="checkbox"/> Do art |
| <input type="checkbox"/> Step away | <input type="checkbox"/> Play music |
| <input type="checkbox"/> Take a break | <input type="checkbox"/> Fish |
| <input type="checkbox"/> Walk in nature | <input type="checkbox"/> Dance |
| <input type="checkbox"/> Run, hike, bike, swim | <input type="checkbox"/> Meditate |
| <input type="checkbox"/> Play with your pet | <input type="checkbox"/> Quiet time on flights |

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