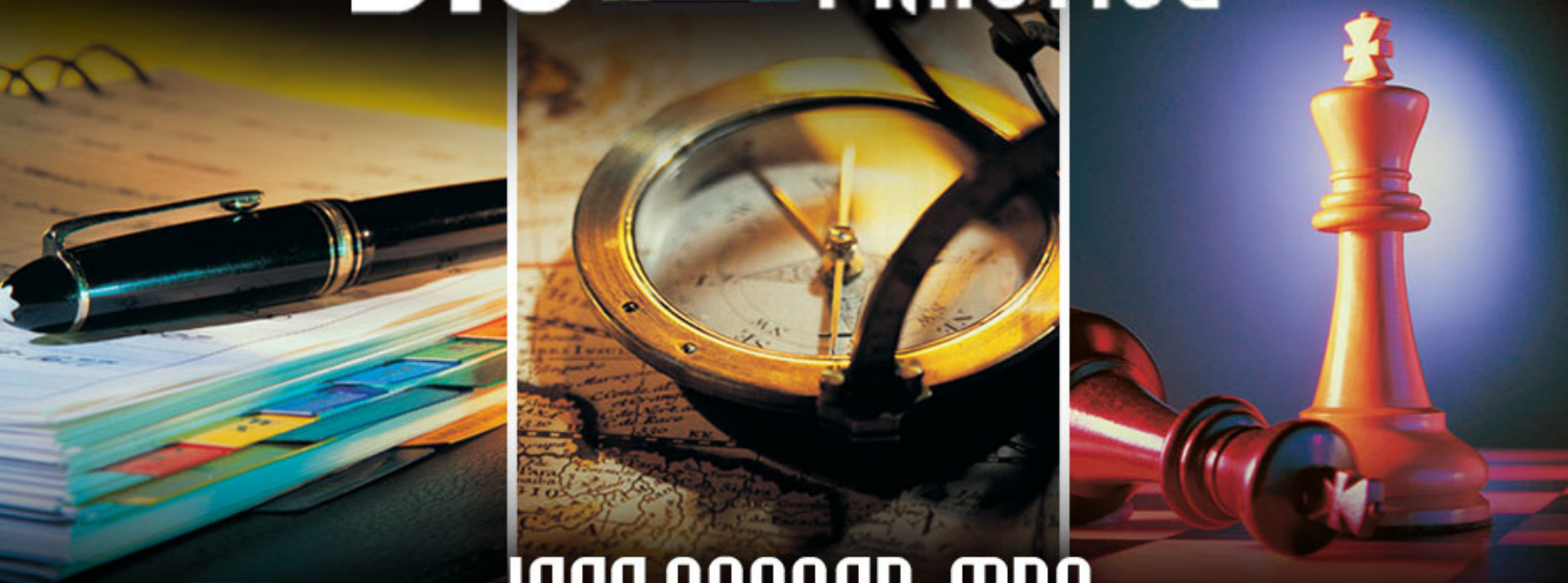


DIG COACHING PRACTICE



JEFF COPPER, MBA
813-837-8084

Website: www.digcoaching.com

Email: jeff@digcoaching.com

Pressure and Its Relationship to Half a Glass of Water

DIG Coaching is the leading coaching practice for adults and children looking to manage attention deficit hyperactivity disorder (ADHD) symptoms and attention deficit disorder (ADD) symptoms. We focus on managing symptoms of attention deficit disorder, adults with ADD, or adults who have children with ADHD. DIG Coaching, led by attention coach Jeff Copper, helps adults and children (particularly those diagnosed with or impacted by attention deficit disorder or its symptoms) in life or business who are stuck, overwhelmed, or frustrated. DIG Coaching helps adults and children get unstuck and moving forward by helping to open their minds and pay attention to what works.

Pressure and Its Relationship to Half a Glass of Water

By Jeff Copper, Manager & Head Coach, DIG Coaching Practice LLC

Is the glass half full, half empty, or just half a glass of water? I'm sure you've been asked this question countless times. This is one of those question/answer scenarios we've been conditioned to use to determine how people see the world – are they an optimist, a pessimist, or a realist? But, have you ever considered that your perspective regarding the water in a glass might be a reflection of your dominant strategy to manage pressure?

The single greatest barrier I face when coaching new clients is that most of them do not have an efficient strategy to deal with pressure. In fact, most don't even know what their dominant strategy for managing pressure is. So, how do YOU manage pressure? Can you articulate or name your dominant strategy for managing pressure? If you could articulate or name your dominant strategy when confronted with pressure, would it then be possible to manage it?

Often times, I use the *half a glass of water* question in coaching as a metaphor to determine how my clients manage pressure. The following responses represent a few (not all) of the dominant strategies people use to deal with pressure (that I have witnessed as a coach):

I don't know (Giving-up Strategy): This is the ultimate pressure-release strategy. Just give up and the outcome is certain...failure! Many people use this strategy when they feel like the situation is hopeless.

Fill up or dump out (Doing Strategy): This is a strategy for those who, when pressure begins, are compelled to just DO something, anything. It does not matter what they do. These people are just compelled to DO something. Many times, the doing is productive; many times it isn't, resulting in busy work for the sake of doing.

The glass is half full (No Strategy): This strategy is a "piece of cake" because these people don't feel any pressure. They have confidence, and because they are certain of their answer, they are not attached to the outcome and therefore feel no pressure.

The glass is half empty (Underdog Strategy): This is the pessimistic view many take. I find many times these people answer with a negative to take

the pressure off casting themselves as the underdog. However, once the pressure is removed, these people are often times inwardly optimistic.

Ask someone for the answer (Decision Delegation Strategy): This strategy is used by those people who can't seem to make a decision when they are under pressure. By delegating the decision, the pressure is removed.

Demand someone come up with the correct answer (Downhill Delegation Strategy): This strategy is about passing it on and/or taking it out on others. Think about those bosses who, when under pressure, just pass on/delegate whatever is causing the pressure to those who report to them.

Argue over what to name it (Debate Strategy): This strategy is used by those people who want/need to be right or in control. They insist their answer is correct and will argue, justify, or try to prove their answer is correct, and in so doing, alleviate their pressure.

Put off answering it (Deadline Strategy): Ever work with someone who won't do anything until the last minute? If so, you have witnessed this strategy. It seems this crowd needs an adrenaline rush in order to effectively deal with pressure.

Form a committee to name it (Blame Strategy): In this strategy, a person defers to a group to prevent from being held accountable for naming it, thereby shifting the pressure.

The accuracy of the names, descriptions, or responses in the above metaphors is of no consequence; I simply used them to illustrate my point.

So, what strategy do you use to deal with pressure? Were you able to witness and differentiate the differences in how we all deal with pressure? Since most people "underperform" in the face of pressure (especially in their perceived areas of weakness), consider what is possible for you if you could name your dominant strategy, discover how it serves you, and with the awareness of IT begin to manage it effectively.

© 2007 DIG Coaching Practice LLC. All rights reserved.
All references to clients are used with permission.