



Positive Intelligence in Action: Navigating High-Stakes Conversations in Supply Chain



Mental Fitness

Definition:

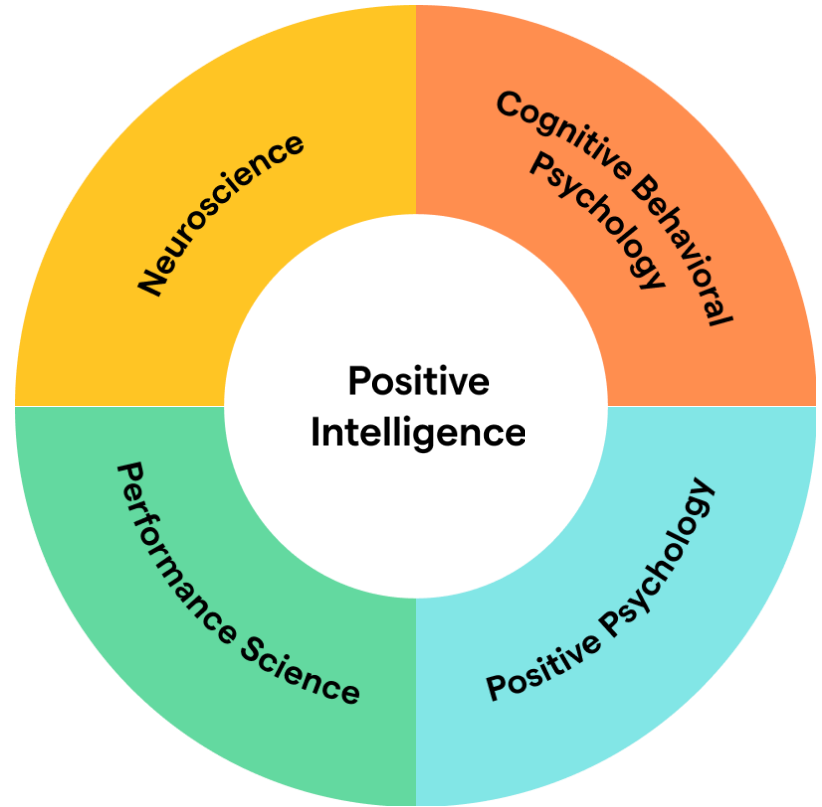
Your capacity to respond to life's challenges with positive rather than negative mindset

Impact:

- **Peak performance**
- **Peace of mind/wellness**
- **Healthy relationships**

Research Foundation

Our mental fitness program is based on breakthrough, original research by Shirzad Chamine and the synthesis of recent discoveries across neuroscience, positive psychology, cognitive behavioural psychology, and performance science.



Research includes results from:

- ✓ Hundreds of CEOs and their executive teams
- ✓ Stanford students
- ✓ World-class athletes
- ✓ 500,000 participants from 50 countries
- ✓ Many YPO families and Forums

Research summarized in the New York Times best-selling book,
Positive Intelligence, translated into 20 languages.

Power of Factor Analysis

- ✓ Discovers the **root cause**
- ✓ Results in **radical simplification**

Example

At the root of thousands of colors are only three factors:

Red, Blue, Yellow



Results of Factor Analysis Research

Only 3 core muscles are at the root of mental fitness

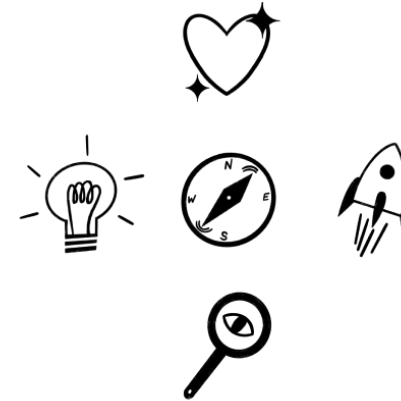
- 1. Saboteur Interceptor**
- 2. Self-Command**
- 3. Sage**

The Judge



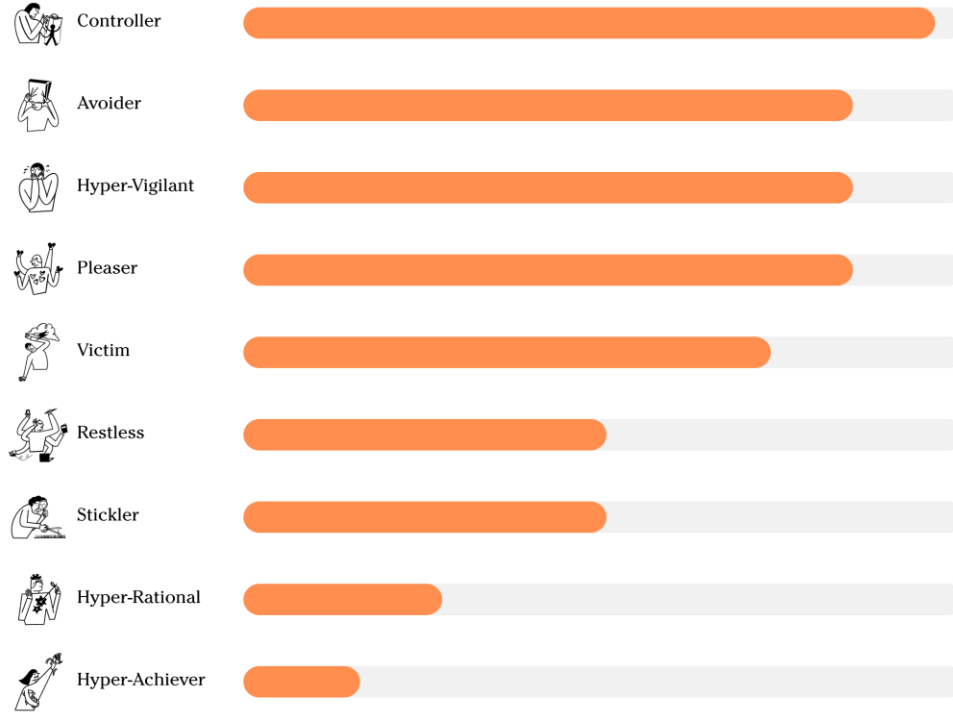


10 Saboteurs



5 Sage Powers

James, here are your results



Explore saboteurs' descriptions and notice the ones that speak to you. Remember, no one fits any Saboteur description completely. Look for the general patterns.

[Explore](#)

Is pain good for you?



- 1.Saboteur Interceptor**
- 2.Self-Command**
- 3.Sage**



10-Second PQ Reps

Simplicity of the Operating System

- 1.If you're feeling negative emotions STOP.
You're in **Saboteur** mode.
- 2.Do some PQ Reps to quiet Saboteurs and activate **Sage**.
- 3.Assume the **Sage Perspective** that every problem can be converted into a gift & opportunity.
- 4.Generate the gift by using the Sage powers like empathy, curiosity, creativity, and calm, clear-headed action.

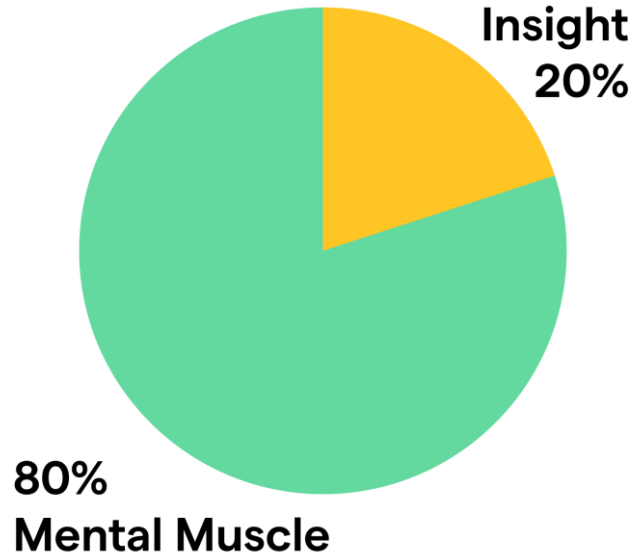
QUESTION:

Is it really possible to just shift from Saboteur to Sage response, even in tough challenges?

ANSWER:

YES, but the speed and depth of the shift depends on mental muscle strength.

Lasting positive change requires...



Success requires intense initial practice

**15
minutes/day
for 6-8 weeks**

(you can't defeat a gang of 10 bandits by sending one new fighter per day for 100 days)

- 1.Saboteur Interceptor**
- 2.Self-Command**
- 3.Sage**



The Sage

- ▶ **Lives in region of brain associated with:**
 - ▶ Positive emotions
 - ▶ Peace and calm
 - ▶ Clear-headed focus
 - ▶ Creativity
 - ▶ Big picture
- ▶ **Operates from the Sage Perspective**

Sage Perspective

Every outcome or circumstance can
be turned into a gift and
opportunity.

The Stallion Story



2022 Shirzad Chamine and Positive Intelligence,

QUESTION:

Which Perspective is True?

Saboteur: This is BAD

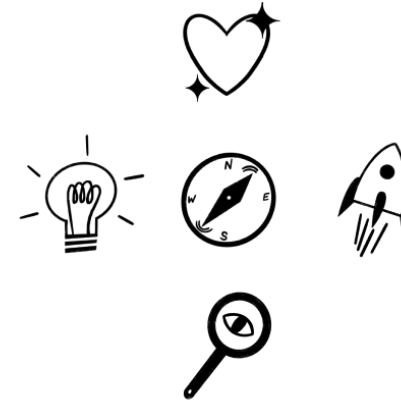
Sage: This is a GIFT

ANSWER:

**Whichever you
believe
becomes true.**



10 Saboteurs

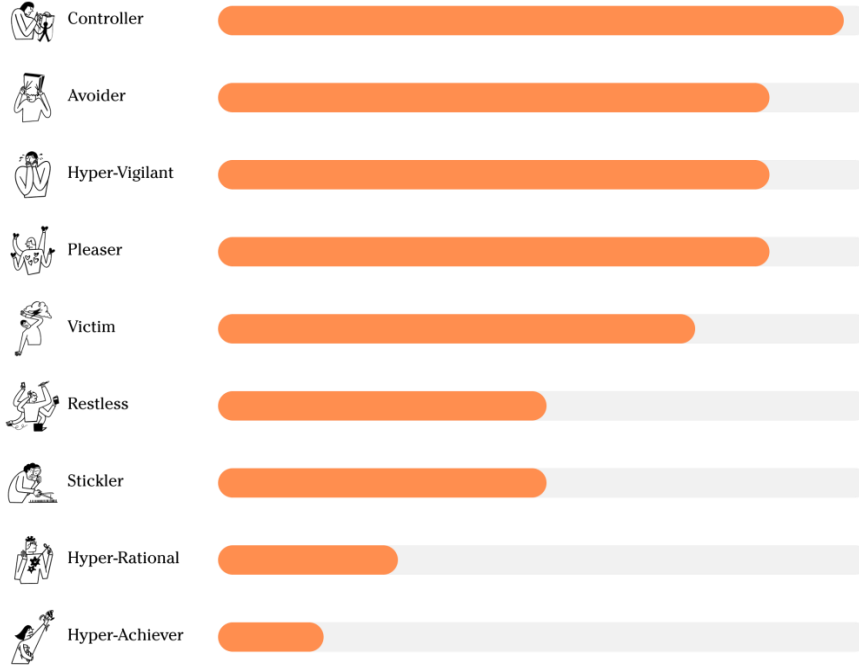


5 Sage Powers

Coach's Recommendations

- Become aware
- Try out some PQ reps
- Discover YOUR main saboteurs
 - sylviecpel@gmail.com

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Questions?