

Goal Setting - Setting Yourself up with a Winning Mindset

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- 1) Importance
 - a) Establish a criterion for performance to be measured for progress
 - b) Functions mental structure, structures thoughts into organized patterns
- 2) Identification
 - a) Blue Chip Exercise
 - i) "We spend 80% of our time working on things that get us 20% of our results; and the other 20% of the time gets us 80% of our results." Pareto's 80/20 Rule
 - b) It is important to identify goals as blue chips or white chips
 - i) White chips are those that consume a lot of time with very little payoff.
 - (1) Comfortable doing them
 - (2) Quick and easy
 - (3) Make us feel like we are getting something done
 - ii) Blue Chips give us a large payoff for very little work
 - (1) Hard
 - (2) Not Fun
 - (3) Outside barriers
 - iii) What are your personal blue chips?
 - (1) Re-examine your thought habits about time use
 - (2) Stay focused
 - c) When we are clear about blue chips it is easier to stay focused
 - (1) (ii) When you lose focus: stop, regroup, rethink your bluechips, then put yourself back into gear
 - (2) Plan before doing
 - (a) Remove obstacles
 - (3) Make blue chip to do lists
 - (a) Break down in to several smaller chips
 - d) Unless identified, chance of reaching goals is slim
 - e) Must write goals down versus say them (objective)
 - f) Work with three blue chips (goals) or less at a time
 - g) Each goal (blue and white) needs a clear, written statement of what you want to accomplish
- 3) Formulation
 - a) High-Impact Language
 - i) State goal in your own words, but with a punch
 - ii) Ex: I make smooth explosive lunges.
 - b) Be Specific
 - i) Being specific and graphic create impact on your mind
 - ii) Should trigger a clear picture of what you want to achieve
 - iii) Ex: I make clean headshots when I make smooth explosive lunges while I am calm using my 42 inch swept hilt darkwood.
 - c) Use the Present, Not the Future, Tense
 - i) Future tense statements lack impact (mind thinks "one of these days")
 - ii) Mind works literally – need to program the mind for "doing it" versus "will do it"
 - iii) Ex: I make strong high energy shots and maintain my range in final rounds.
 - d) Watch Out for Pitfalls In Goal Writing
 - i) Negative statements increase the probability of negative occurrence
 - ii) Always express high-level directive (goals) in the positive
 - iii) Write a separate goal statement for each goal
 - iv) Avoid beginning with "I want to..." or "I have the ability/potential to..."; these fail to program your objective
 - e) Target Your Goal
 - i) The statement describing the goal aims directly at what is desired
 - ii) You discover a true goal when the goal is not something you want to achieve in order to do or have something else
- 4) Self-Talk (Internal Dialogue) – help to interpret the situations that are experienced
 - a) Guidelines About Self-Talk to Avoid
 - i) Avoid Thinking That leads to Worry or Anxiety
 - (1) Fencers that perform inconsistently – center on being afraid or doubting their ability
 - (2) Statements of doubt or fear erode confidence and generate stress
 - ii) Avoid Thinking About Past Failures
 - (1) Charges the current event with stress and lowers the chance of you performing at your best level
 - iii) Avoid Thinking That Ties Self-worth to Performance
 - (1) When an fencer has attitude that winning is critical for maintaining self-esteem, stakes are too high; causes unnecessary stress
 - iv) Avoid Reviewing Negative Odds of Your Winning
 - (a) Directly before or during a competition, avoid thinking about an opponent's ranking, etc...
 - b) Guidelines About Positive Self-Talk
 - i) Monitor Your Internal Dialogue
 - (1) To change, monitor what you say to yourself prior to competitions
 - (2) Pay attention to inner dialogue, so you know what changes are needed
 - ii) Use Statements That Assert Your Ability to Regulate Your State
 - (1) Tell yourself that you regulate your own stress level
 - c) Regard Stress Symptoms in a Positive Way
 - (1) You view stress positively when you regard stress as activation
 - (2) Say things like, "I feel challenged", "I feel powerful", "I feel excited", "I am ready" – instead of "I am afraid", "I am nervous", etc...
 - d) General Guidelines: Two Statements
 - (1) Encouraging Statements
 - (a) Bolster Confidence Ex: "You can do it," "You're good," "You're a champ"

- (2) Instructional statements that Focus on Skill
 - (a) Ex: "Stay focused," "Watch the ball," "Get into position," and "Quick preparation" – basic "on guard" routine
- 5) Visualization – mental rehearsal involves practicing or rehearsing an important upcoming event in the mind's eye; assists players by keeping their minds off nerve-racking thoughts and on performance techniques and positive outcomes.
 - a) External Mental Rehearsal – viewed from the perspective of an observer
 - i) Construct a list of characteristics associated with performing at best
 - ii) Create a detailed visualization; recall a time in the past when you performed at your best in an event similar to the one you are currently preparing
 - iii) Project the scene ahead in time and see yourself performing in the same style and form exhibited in your best performance from the past
 - iv) Specific Instruction
 - (1) Relaxation – sit/lie in a comfortable position. Take a series of slow, deep breaths to reach a state of relaxation
 - (a) 2. Visualization – in the mind's eye, imagine a screen where you project scenes/images of a time when you were performing at best. Recall in detail how you felt before the performance. Notice your level of confidence and remember statement you said to yourself shortly before the competition. Focus on how you felt. Then see the mental screen go blank. Now project yourself into the upcoming event; express same confidence as your past best performance that you just visualized with identification of the outcome you would like.
 - (b) Reinforcement – each time mental rehearsal is done, it reinforces and programs desired performance level
 - b) Internal Mental Rehearsal – project yourself into an event, so that you operate as the participant rather than as the observer
 - i) Specific Instruction:
 - (1) Restful Observation – eyes fall gently closed; all senses become dormant as your inner awareness becomes sharper and clearer; concentrate on letting your focus of attention change from external to the internal by focusing on the light through your eyelids – retinal images. Focus on the images
 - (2) Dynamic Observation – concentrate on seeing yourself functioning at your best performance level at an upcoming competition. Freeze the scene "static" and observe all the details
 - (3) Witnessing – allow the scene to go from frozen (static) to unfrozen (dynamic). Take in the whole environment in detail visually and notice your perception of the event including sounds that occur
 - (4) Initiative – feel an act of wanting to act in the scene in order to control the experience; project yourself into the scene so you become the actor rather than the observer.
 - (5) Experience yourself performing at peak level; focus on how it feels
- 6) Being in the ZONE – characteristics
 - a) Relaxed
 - b) Confident
 - c) Completely focused
 - d) Effortless
 - e) Automatic
 - f) Fun
 - g) In control
- 7) For Further Reading:
 - a) The Human Operating System
 - b) Winning Teams Winning Cultures
 - c) Are you growing or slowing yourself image
 - d) Golf, it is not a game of perfect
 - e) Should you preload your mental program
 - f) 7 steps to effective goal setting
 - g) Principles of Effective Goal setting
 - h) In pursuit of excellence: goal setting