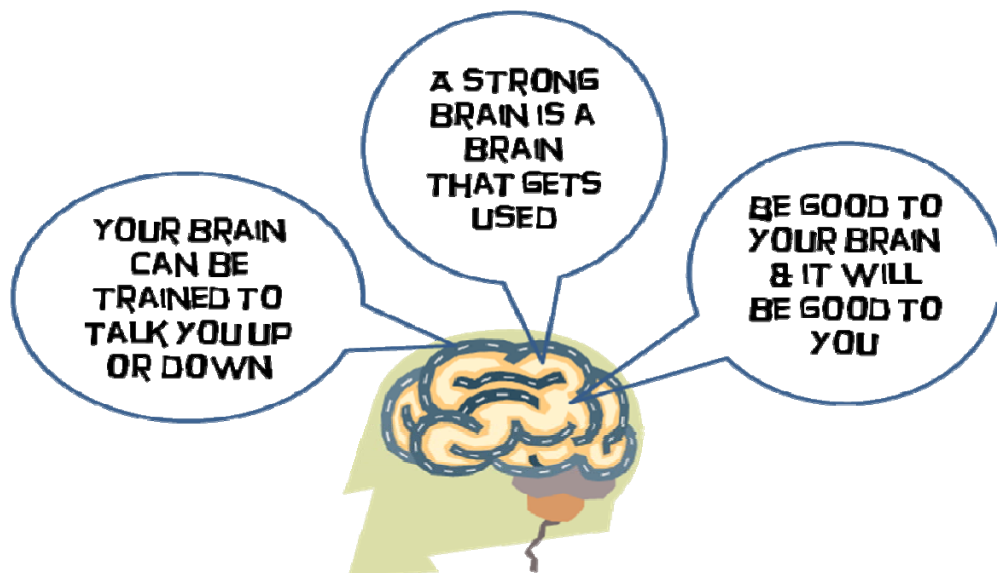


Chapter 4

The Art of the Nudge

Part 2

***HIGH LEVEL
BRAIN-TRAINING***



Part Two: High Level Brain Training

Leader Notes for Module

As general objectives for this module, participants will:

- Identify situations that test motivation
- Learn skills for nudging toward good decision making
- Practice recognizing and changing negative self-talk

Rationale

This session continues with activities that help teens consider how "nudges," positive internal or external reminders or cues, can be used in daily life to support motivation and override impulsivity. Participants are invited to consider the role of "self-talk" (internal cognitions) in terms of positive and negative nudges, including skills for changing negative nudges into more productive ways of thinking.

Activities

Quick "Check In"	10 minutes
Magic Trick Ash Adams DVD Segment 2 – "All Aces"	20 minutes
The Art of the Nudge (Review concepts with case studies)	20 minutes
Fighting Negative Nudges (Self-talk guide maps)	30 minutes
Wrap Up/Thinking assignment	5 minutes

Materials needed for this session



Opening Board:

Copy the brain map on the front cover of this session on erasable board or flip chart so participants can read it as they come in

Cognitive Magic Trick: Ash Adams

Ash Adams DVD, cued to Segment # 2 – “All Aces”

Nudge Case Studies

There are three *Nudge Case Studies*. Provide each team with a copy of a different case study (pages 76-78) and a *Nudge Case Study Worksheet* (page 79).

Negative Nudge handouts and guide maps

Provide copies of *Negative Nudges* and *Fighting Negative Nudges* handouts and *Changing Negative Nudges* guide map (pages 80-82)

Mapping materials

Make sure you have plenty of pencils, pens, markers, colored map pencils, crayons, and mapping paper for the group

TRIP Session Evaluation

Provide copies of the Session Evaluation (page 83)

THE ART OF THE NUDGE PART 2

STEP ONE

Welcome participants to the group. Take a minute to acknowledge any new members with a quick introduction:

If this is your first TRIP group - Welcome! In this group, we take some time to think about thinking. You heard right - it's all about learning more about the thinking process. It will be a little different from some of the other groups you attend here, but every session is different, so you won't have any trouble joining in.

Go around the room quickly and ask group members to introduce themselves to any new members.

Ask participants:

*What has been on your mind the last few days?
What have you found yourself really thinking about?*

Use erasable board or flip chart to make a map of participants' thoughts or issues that they volunteer.

Summarize the check-in activity:

As always, it looks like there has been a whole lot of thinking going on over the last few days. Brains have been active. I have made a map or layout of your thoughts or the ideas you all have been having. We'll leave these posted here, and see what kind of influence today's activities might have on everyone's thinking before we leave.

STEP TWO

Introduce Ash Adams DVD:

We'll start the group with a little bit of magic. Our guest magician, Ash Adams will show you a trick and then teach you how to do it. Magic tricks encourage the audience to believe without thinking, but as you can imagine, the magician him or herself is doing an awful lot of high level thinking in order to keep the his/her mind on the trick being performed.

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How many of you have ever watched a magician?

Were you completely "fooled" or were you able to figure out how the magician was doing the tricks?

How many of you have ever tried a magic trick? How'd it work?

Let's watch Mr. Adams do his trick and you pay attention to how you instantly react to what he is doing:

Play Segment 2 "All Aces" of Ash Adams DVD.

Leader note: You will stop the DVD when the "pause" slide appears. You will then talk briefly with participants about what they saw. After this, start the DVD again for the conclusion and magic "tips" from Ash.

At the "pause" point, ask participants some of the following questions:

How do you think this trick is done?

How is Ash trying to fool you? What did he make you focus on? What did he want you to ignore?

Do you think you could learn to do this trick?

Restart the DVD to complete the segment.

Summarize a few key ideas from the magic show:

How confident do you feel that you have learned the trick?

The card trick is a great example of the importance of Internal Nudges or self-talk. In this case, the "self-talk" is simply counting cards and reminding yourself to follow the steps in correct order. It's an exercise in focus. Lots of attention to the details is needed to do the trick correctly. You have to listen to your thoughts and shut other things out.

Today we will continue talking about Nudges and a certain kind of self-talk that needs to be changed in order to be successful and make decisions

THE ART OF THE NUDGE PART 2

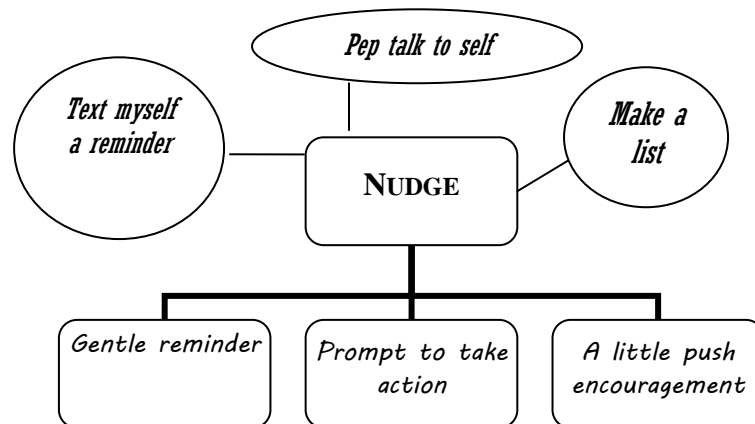
that are in your best interest. Self-talk is what we say to ourselves. It is the thought – often experienced as language or talk – that we “say” to ourselves in response to people, places, or events. For example – if I saw someone stealing an old lady’s purse, my self-talk might sound like this: “Oh my god. That is so wrong. I’m calling 911 right now.” Self-talk involves what we say to ourselves about who we are and how capable we are of solving problems and coping with stress.

STEP THREE

Review *The Art of the Nudge* . If there are participants that attended previous session on Nudges, call on them to help review key ideas or to give examples.

We are going to quickly review the Art of the Nudge. A Nudge is what we call a reminder, an encouragement, a cue. Its purpose is to help us remember what needs to get done and to give us self-motivation. Nudges can also help us think through a problem rather than react impulsively or over-react.

Make a map on the erasable board that highlights key points of Nudges from previous session. See thumbnail below for template:



There are two types of Nudges - Inner Nudges and Outer Nudges. Inner Nudges are thoughts and self-talk, your own private inner coach, that help keep you focused on your goals or on being successful.

THE ART OF THE NUDGE PART 2

Outer Nudges are material reminders that we create. These items and actions help keep us focused by using sight, sound, material objects as reminders and cues to keep ourselves motivated. For example, making lists or listening to music.

Another thing about Nudges is that they can be Positive or Negative. Positive Nudges are reminders that push us in the right direction. Like setting an alarm clock so we don't lose points by being late for class. This is a Positive Nudge because it helps us succeed.

Negative Nudges do just the opposite. They are thoughts or actions that push us in the wrong direction. Like obsessing about how much you miss smoking. Focusing on those kinds of thoughts can be cues or pushes to break the rules, run away or something, in order to smoke. Those thoughts are Negative Nudges because they mess with your chances of success.

Ask participants to give some examples of different types of Nudges. Encourage them to be creative in the kinds of thoughts or physical reminders that could be used:

Suppose that I am trying to get over a fight with my boyfriend.

What is an example of an Inner Nudge that I could use?

What's an example of an Outer Nudge that might help me?

What would be a Negative Nudge - thoughts or actions I should not listen to?

Suppose that I really need to study in order to pass my Math test.

What is an example of an Inner Nudge that I could use?

What's an example of an Outer Nudge that might help me?

What would be a Negative Nudge - thoughts or actions I should not listen to?

Everyone seems to get the idea. Let's look at some other case studies.

Divide participants into two teams and give each team a copy of a different Nudge case study to work on (pages 76-78). Provide each team with a Case Study worksheet (page 79) to record their answers.

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Each team has a case study and a case study worksheet to record their responses. Here's the challenge for each team - work together to come up with as many Inner Nudges and Outer Nudges you can think of that would be useful or helpful for the issue described in your case study. Your Nudges should be creative, but also realistic, in that they are things that might really work. For example, having a helicopter buzz my house each morning might be a creative Nudge to get out of bed, but probably not too realistic.

Allow teams time to work on their case studies and worksheets. When the activity is completed, have one person from each team report, first by reading the case study aloud, then by reading out the Nudges the team was able to come up with.

Summarize the discussion about Nudges with some of the following ideas:

It is a good idea to develop and use your own unique, creative Nudges to help increase your odds of success in reaching goals and handling issues in your life. Nudges help make your brain stronger. When you create and use Nudges, your memory and motivation get stronger. In addition, constructive Nudges help you avoid acting out and making potentially stupid decisions.

The case studies are a good way of exploring and creating Nudges. Nudges are very personal and individual. What works as a helpful Nudge for one person may not work as well for someone else.

So the answer is - know your Nudge. Develop your own Nudges and pay attention to how well they work for you.

STEP FOUR

Introduce self-talk as a type of Inner Nudge. Point out that a lot of Negative Nudges can be described as self-talk that you get caught up in and that pushes you in the wrong direction. Negative Nudges can get in the way of feeling good about ourselves.

One way to really get a handle on how Negative Nudges take root is to become aware of our own "self-talk" and how it makes us feel and act.

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Self-talk is what we say to ourselves, what we tell ourselves about a situation, a person, or our own choices.

Some self-talk – what you say to yourself inside your head – can keep you thinking angry, blaming thoughts. These thoughts can act like Negative Nudges, often leading to trouble, bad consequences, fights, and feeling bad about yourself and angry at other people.

Here's an example: Andre really likes Monika. He sees her walking one day across the street, and he waves at her to get her attention, but she just keeps on walking. Here's what Andre's Negative Nudge self-talk may sound like:

Write out Andre's "self-talk" contained in a node:

Man! She's fine but she is stuck up! She thinks she is all of that. Too good to talk to me. Maybe I'll call her cell and tell her off!

The way to turn off Negative Nudge self-talk is to recognize it when you "hear" it inside your head. Once you recognize it as negative, you can drop it or think about ways to challenge the negativity.

Andre's wave at Monika does not get the response he wanted. His initial negative self-talk is to tell himself that Monika is stuck-up and thinks she is too good for him.

But Andre has attended TRIP, so he recognizes this self-talk as a Negative Nudge and knows it is not helpful. Here's how he challenges the self-talk:

Write out Andre's new "self-talk" in a node and connect to first node:

Hang on! That won't do any good. You know, I bet she didn't even see me. She looked like she was in a hurry. If I call her and say those things, it will make me look bad and it would hurt her feelings. I'll ask her what the hurry was next time I see her.

THE ART OF THE NUDGE PART 2

The Negative Nudge self-talk is automatically negative, critical, or blaming and it gets in the way of having good relationships with others.

By learning to go the next step of recognizing and challenging negative self-talk, we can keep our motivation sharp and keep our options open for better decisions.

Looking back at Andre's self-talk we can see the how he changes the Nudge from negative to finding another explanation.

Refer back to the self-talk and circle the sentence:

You know, I bet she didn't even see me

By taking a different view, a different explanation, Andre has nudged his self-talk by paying attention to another way of looking at the situation. This allows him to calm down and not get angry about what happened. Some people call this "taking another perspective" or "reframing the situation."

Distribute *Negative Nudges* handout (page 80) and review key points with participants:

There are some kinds of self-talk that almost always indicate we are headed in a Negative direction, thinking-wise. There are 3 basic kinds of Negative Nudges to be on the lookout for:

Self-talk that puts you down, keeps you down, so it can't help you reach your goals. You can recognize this self-talk as harsh, critical, negative thoughts about yourself, like telling yourself that you are "no good," or "stupid."

Ask for a volunteer to read examples of what this "sounds" like from the handout.

Likewise, self-talk that puts other people down keeps you angry and unfocused. This includes blaming, disrespecting, and name-calling. It also includes thinking others are responsible for your own mistakes. This self-talk tells you that other people are "no good" or "trying to make you mad."

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Ask for a volunteer to read examples of what this "sounds" like from the handout.

Finally, any self-talk that just keeps you upset and angry over life's normal ups and downs doesn't give you a chance to slow down and take perspective. When you worry too much about life's ups and downs and you react to things you don't like by telling yourself that it is "awful," or "terrible," or "unfair," this is a definite Negative Nudge.

Ask for a volunteer to read examples of what this "sounds" like from the handout.

So, too much negative self-talk gets in the way of clear thinking. Luckily, there is a way to change these Negative Nudges into positive ones.

Distribute *Fight Negative Nudges* handout (page 81) and review key points with participants:

Negative Nudge self-talk happens inside our heads. When we are tired, anxious, worried, sad, this kind of self-talk can get really loud. And the problem is, it is REALLY bad for our brains (like eating too many donuts is REALLY bad for your body). So what's a brain to do?

Catch and challenge the Negative Nudges and find a way to make the self-talk more positive or useful. That means catching the negative self-talk and nipping it in the bud. Cutting it off. Changing it to something else. When we learn to do this and really practice it, it is actually good for the brain. It helps the brain grow and develop in areas that are important. This helps us think creatively and gives us more power to solve problems

Let's look at the steps to put the brakes on Negative Nudges:

The first step is awareness. This means getting into the habit of listening to your self-talk. It's awareness of the "voice inside your head" and what you hear it saying. If it is negative self-talk - call it out! Ask it some tough questions:

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Ask for a volunteer to read the "awareness" questions from Point 1 on the handout.

The next step is a reality check. The reality check also has some tough questions. It's a wake-up call. If the answer to any of these questions is "NO," then this is a big clue that the self-talk really is nudging you in a negative direction - away from your dreams and goals.

Ask for a volunteer to read the "reality check" questions from the handout.

Now we can turn the negative nudge around. If your self-talk is keeping you stuck, thinking differently can get you moving. If your self-talk actually makes you feel bad about yourself or hurts your relationships, it's Negative and it has gotta go. Change it. Develop Positive Nudges - self talk that helps you tone it down and opens the door for thinking and problem solving.

Ask for a volunteer to read the "turn around" examples from the handout.

Summarize the review:

*Nudges can be positive or negative. Positive Nudges help soothe the brain and help us develop a better perspective on the situation. By using Positive Nudges to guide your brain away from negative cycles, you can actually make yourself feel better. Let me repeat that - **you have the power, through controlling your inner nudges and thinking, to actually make yourself feel better**. Awesome power when you really think about it. Now let's practice.*

Distribute *Changing My Nudges* guide maps (page 82) and ask participants to complete a copy.

Let me give you an example to walk through the worksheet. Afterwards, you can complete your worksheet with a couple of examples of your own.

Let's say that I am very unhappy because I have gained some weight and it makes me feel bad. So I would list this as my situation.

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Let's say that my Negative Nudge "old" self-talk sounds like this:

"You're a pig; you are disgusting and have no will power; you might as well give up."

This is some pretty negative self-talk and I would put these thoughts in the "old self talk" box.

In order to change my thinking, I need a nudge to challenge the negative self-talk. That might be something reassuring like: "I am very disappointed in myself, but I can turn it around." This would go in my Challenge Nudge box.

Then I develop and practice some new self-talk that will Nudge me in the right direction. Things like - "I think I'll call Angela - She goes to the gym everyday" and "I can make a good plan for eating less." This is the kind of new self-talk that can help motivate me and keep me from failing.

Circulate as the group works to help anyone that gets stuck. When all participants are finished with their worksheets, process the activity by having each person present an example from their worksheet.

Summarize the activity with some of the following points:

Learning how to Nudge yourself in a positive direction by challenging Negative Nudges is the secret of success in life. Almost anyone who has ever succeeded in anything has used his/her own system of Nudges to get there. Maybe it's Inner Nudges, maybe Outer Nudges, maybe a combination. Developing and using your own creative Nudges will help keep you on the road toward goals that are meaningful to you.

STEP FIVE

Summarize session and briefly review the opening map reflecting things participants stated they had been thinking about.

Today we have focused on learning to change your self-talk, especially self-talk that keeps you doubting yourself, blaming others, or staying angry. Letting go of that kind of self-talk is one of the best things you can

THE ART OF THE NUDGE PART 2

do for your brain. As we learn to Nudge our brains toward healthy thinking, healthy thinking becomes automatic.

Ask for discussion: *What's important about changing negative self-talk?
How is changing self-talk a "brain tool"?
How does it help our thinking?*

*Before we break for the day, let's review some of the things you were thinking about when you first arrived (**review each point on the map**).*

Ask: *For the things you were thinking about at the beginning of group, how might changing your self-talk help?*

So here is your take away question to think about:

Ask: *Who do you know that would benefit from what we talked about today? How can you tell them about Nudges and self-talk?*

Distribute copies of the *Session Evaluation* (page 83) and ask participants to complete and hand in before leaving.

Thank members for their participation and encourage them to attend their next TRIP group.

NUDGE CASE STUDY #1

It's been a long year for Casey. Her mom and dad were sent to jail and social services decided to send Casey to a treatment program because she told them that she smoked pot and took pills when she went to parties.

Lately, Casey feels mad all of the time. There is another girl at the treatment program that she fights with all the time. Casey thinks the other girl is to blame, but Casey is the one who gets in trouble. Casey feels like she will lose control every time she sees the other girl.

Casey knows she will be kicked out of the treatment program and possibly sent to "juvie" lock-up if she fights with this girl again. She also feels bad about herself when she fights.

What are some Inner Nudges that would help Casey?

What are some Outer Nudges she could use?

What Negative Nudges does she need to ignore?

NUDGE CASE STUDY #2

Martin has been home for about a month. Before that he was in a treatment program. Last year, when he started smoking pot, his parents lectured and grounded him. But when they learned he was snorting heroin, they sent him to treatment.

Martin wants to get back with his old girlfriend. Recently, they went to a movie, but afterwards she wanted to go to a friend's house and get high. He went with her but didn't smoke. The whole thing left him feeling confused.

Martin is feeling pulled in two directions. He is proud of kicking drugs and wants to stay clean. He also misses hanging out with his girlfriend, but she still uses. He doesn't want to fail.

What are some Inner Nudges that would help Martin?

What are some Outer Nudges he could use?

What Negative Nudges does he need to ignore?

NUDGE CASE STUDY #3

Teddy is having the hardest week ever since coming into the treatment program. He can get through the days, just gets depressed at night because he misses his family and his sisters. He doesn't let people see it, but sometimes he cries.

Last week, a guy that Teddy hung out with left the program. His friend just waited until everyone was down for the night and snuck out a window. No one has heard from him since.

Now, when Teddy is feeling sad at night, missing his family, he thinks about running, too. Even though he has been doing well in treatment, he thinks about giving it all up and leaving. He knows his mother would feel let down and worried if he did.

What are some Inner Nudges that would help Teddy?

What are some Outer Nudges he could use?

What Negative Nudges does he need to ignore?

NUDGE CASE STUDY WORKSHEET

Inner nudges

Positive thoughts, ideas, self-talk
What an inner coach would say

Outer nudges

Creative physical reminders
Attention catchers

Negative nudges

To Avoid

Negative Nudges

WATCH OUT FOR SELF-TALK FULL OF NEGATIVE NUDGES

1. Any self-talk that puts you down is a negative nudge. This includes telling yourself harsh, critical, or negative things about yourself or telling yourself that you are “no good” or “hopeless.”

Everybody thinks I'm stupid.
I'll never amount to anything.
I always get it wrong.
I don't deserve to be happy because of my past.
If something goes wrong, it's always my fault.
I'm just no good.

2. Any self-talk in which you blame, condemn, resent, or disrespect others is negative nudging. This includes trying to make other people responsible for your problems or mistakes. It includes telling yourself that other people are “no good” or out to get you.

He's really a lame loser.
None of this would have happened if she wasn't so stupid!
If he really loved me, he'd act differently.
She thinks she's so much better than me.
He's trying to hurt me on purpose.
It's all her fault that I'm so mad.

3. Any self-talk that keeps you upset over life's normal ups and downs is a negative nudge. This includes telling yourself that it is awful, terrible, unfair, or unbearable when you run into problems.

I can't stand it when my parents ask me questions.
I shouldn't have to deal with hassles.
People who disappoint me are awful.
It's not fair if things don't always go my way.
It's absolutely horrible if I make a mistake.
People should give me what I want when I want it.

FIGHT NEGATIVE NUDGES

Follow these steps

1. **Awareness.** Be aware of the “voice inside your head” (your self-talk) and what you hear it saying. You know it is a Negative Nudge if the following questions are true:

*Is my self-talk putting me down?
Am I putting others down or blaming them?
Is my self-talk keeping me from my goals?
Is my self-talk telling me I should never have problems?*

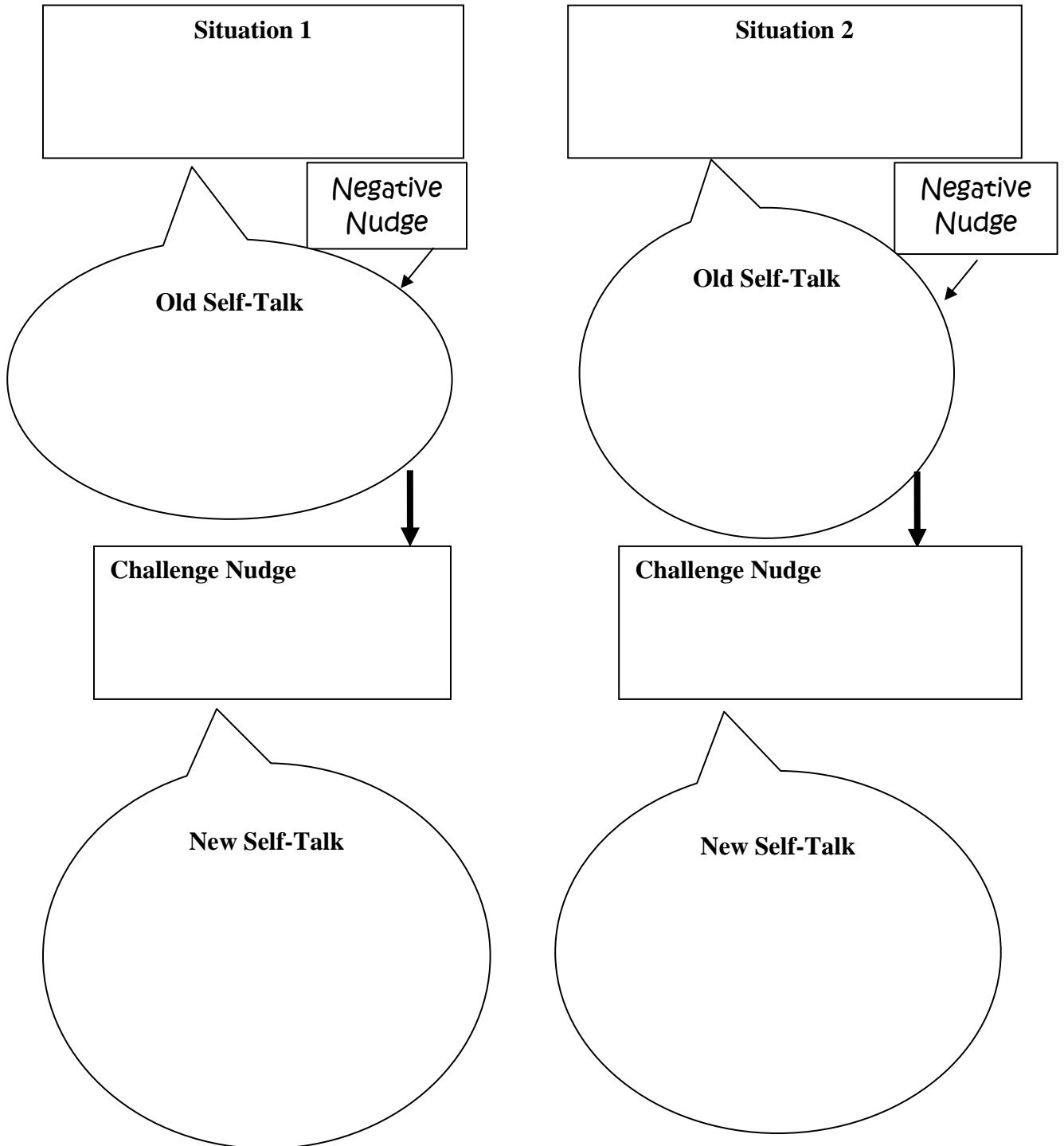
2. **Reality-check.** Once you have identified negative self-talk, answer the questions below honestly. If the answer to any of them is “No,” then start working on fighting the Negative Nudges:

*Is this self-talk helping me?
Is this self-talk helping my relationships with others?
Will this kind of self-talk help me with my goals?
Will this self-talk help me solve my problems?*

3. **Turn the Negative Nudge around.** If your self-talk is really a Negative Nudge or is making you feel bad about yourself or is hurting your relationships, change it. Develop POSITIVE NUDGES to challenge the negative ones. Here are some examples:

*Calm down. Take it easy.
Don't be so hard on yourself.
I'm angry, but staying mad won't help me reach my goals.
People are not perfect. I'm not perfect, but I am persistent!
I don't like this situation, but I can't let it get in my way.*

Changing My Nudges



THE ART OF THE NUDGE PART 2

Session Evaluation *The Art of the Nudge Part 2*

INSTRUCTIONS: Please take a minute to give us some feedback about how you liked this session.

1. Use one word to describe your feelings about today's class _____

2. What was the most important thing you learned today?

3. On a scale of 1 to 10, how do you rate today's class? (Circle your rating.)

<u>01</u>	<u>02</u>	<u>03</u>	<u>04</u>	<u>05</u>	<u>06</u>	<u>07</u>	<u>08</u>	<u>09</u>	<u>10</u>
Poor				Pretty Good				Excellent	

4. Do you have any suggestions to help make this class better?