

# Quadrant II Newsletter

Research shows that the difference between leaders who derail in their career and those that soar to great heights is social skills. Social skills appear in the second quadrant of Stephen R. Covey's Importance-Urgency matrix: social skills are important to a career but not urgent (Covey is author of the top-selling business book *The 7 Habits of Highly Effective People*). Quadrant II provides an opportunity for business and technical professionals to learn and try out new social skills based in science.

14Oct2015, author: Valerie Patrick, PhD, *Secret to Generating More Ideas*

## Quotable (*Key Message*)

I do my best thinking when I am generating ideas easily. A quick and effective warm-up for idea generation, both problem-solving and problem-finding, and whether alone or in a group, is experiencing a positive emotional state. Like it or not, your emotional state is shaped by your social interactions.

## Quantify (*The Science*)

Dr. Barbara Fredrickson and Christine Branigan conducted a research study in 2001 that shows the impact of different emotional states on idea generation ([http://www.unc.edu/peplab/publications/Fredrickson\\_AmPsych\\_2001.pdf](http://www.unc.edu/peplab/publications/Fredrickson_AmPsych_2001.pdf)). Fredrickson and Branigan used film clips to evoke different emotional responses by the study participants. Once a study participant viewed their designated film clip, they were asked to imagine a situation in which similar feelings would arise. Next they were asked to list what they would like to do at that moment by completing the phrase "I would like to..." Fredrickson and Branigan found that the study participants experiencing positive emotional states generated more things that they would like to do than those

experiencing negative or neutral emotional states. This finding that a positive emotional state opens the mind to more possibilities has since been validated by many additional research studies.

## Qualify (*Put into Practice*)

Here are two quick and easy ways to experience a positive emotional state before you need to tap into your best thinking:

1. Watch a video that evokes joy. Here is one of my favorites:  
<https://www.youtube.com/watch?v=StTqXEQ2l-Y>
2. Try “loving kindness meditation.” Dr. Barbara Fredrickson found that Compuware employees from Detroit who opted to try “loving kindness meditation” experienced an increase in positive emotional states among other benefits (<https://www.youtube.com/watch?v=OoOqj26YbGA>). Here is a “loving kindness meditation I found on you-tube:  
<https://www.youtube.com/watch?v=sz7cpV7ERsM>

## Quip (*Fun*)



Remember Stuart Smalley from Saturday Night Live? Unfortunately, saying “I’m good enough, I’m smart enough, and doggone it people like me” does NOT count as a positive emotional experience.

Positive thinking does not equal experiencing an authentic positive emotional state.

## Quest (*Resources*)

Dr. Valerie Patrick, Founder and President of Fulcrum Connection LLC, has 10 years of experience facilitating groups to generate creative solutions and input for innovation and change – email ([valerie.patrick@fulcrumconnection.com](mailto:valerie.patrick@fulcrumconnection.com)) or text (412-742-9675) to set up an exploratory call.

### **About Fulcrum Connection LLC**

Fulcrum Connection specializes in instructional design, training, speaking, facilitation and consulting to develop skills in leadership, innovation, sustainability, troubleshooting teamwork, and managing technical professionals.