

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.

4May2018, author: Valerie Patrick, PhD, *A Surprising Way to Improve Workplace Performance*

Quotable (*Key Message*)

A nap a day helps to increase your pay.

Quantify (*The Science*)

Neuroscientists understand very little about why human beings need to sleep every night (<https://www.nd.edu/features/your-brain-on-sleep/>). Perhaps this is why so many people do not take sleep very seriously. According to a recent study (https://www.rand.org/pubs/research_reports/RR1791.html), more than one-third of people in the U.S. get insufficient sleep and insufficient sleep correlates with lower work performance. According to research by neuroscientist Dr. Jessica Payne, sleep is not just important for storing and creating memories so you can recall them later, but sleep is also important to creativity or combining memories in new ways to drive insights into problems (<https://www.youtube.com/watch?v=ZG5oucRyfDY>).

Qualify (*Put into Practice*)

Try a power nap in the afternoon after lunch to allow your brain to process the information overload that occurred before lunch. According to neuroscientist Dr. Jessica Payne, the nap needs to be 20 minutes or less so you don't go into deep sleep – you just want to get into REM (rapid eye movement) sleep in which the parts of the brain responsible for encoding information are more active than when you are awake (https://www.huffingtonpost.com/jessica-payne-phd/sleep-on-it-your-brain-never-_b_8465960.html). If you are more tired than 20 minutes of sleep, then you can try 90 minutes of sleep to make sure you are back out of deep sleep before waking up. Sleeping between 20 and 90 minutes runs the risk of leaving you disoriented when you wake up – probably not a good thing at the office.

Quip (*Fun*)



A master of sleep like Sleepy is not the same thing as someone who has used sleep to help them achieve mastery of a subject, like Doc, which is a pre-requisite for creativity.

Quest (*Resources*)

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.