Benefits

1. More realistic expectations
2. More perceptive listening
3. More effective information-gathering
“Lizard” Brain

High Stress & Fear

Defense Circuitry
Walter Cannon was a physiologist – studied the body's physical reactions to stress. He did not study behavior.

Problem with “Fight or Flight”
What’s Wrong With “Fawn”

Definition of Fawn
transitive verb
1: to court favor by a cringing or flattering manner
2: to show affection—especially of a dog

What’s Wrong With “Feign”

Definition of Feign
transitive verb
1: to give a false appearance of: induce as a false impression
2: to assert as if true: pretend

Survival Reflexes & Habits

Dr. Jim Hopper
All that is left when defense circuitry takes over
How Brain-Based Behaviors Tend to Unfold Over Time

- Freezing
- Detection
- Shocked
- No-Good Choices
- Habit Behaviors
- Extreme Survival Reflexes

What about rational, deliberate choices?

Less likely with more stress & trauma
If they do happen - likely ineffective which then leads back to...

survival habits & reflexes

Detection Freezing
stop everything -- scan -- assess
Shocked
Freezing
blank mind—no behavior options available

“No Good Choices”
Freezing
only bad choices—extremely passive or reactive

Self-Protection Habits
Why was I so polite???
- Polite, passive, submissive responses
- To dominant or aggressive people
- To unwanted sexual advances

Self-Protection Habits
- Usually ineffective & passive
- Untrained in self-defense
- But – fight, flight, feign, fawn can be self-protection habits that emerge

I have to be home soon.
But you've got a girlfriend.
My roommate is home.
Will you please wear a condom?