



Alina Bas, MA

Proposed title: Sensing for Thinkers: Helping Analytical Thinkers Master Felt Sense

Format: Interactive 1-hr PowerPoint presentation that includes lecture, exercises, and Q&A

Equipment: PowerPoint projector & screen

Summary:

Helping analytical thinkers develop and apply felt sense poses a unique challenge, since their preferred way of processing is rationalizing rather than sensing. The topic of sensing must be initially introduced to analytical thinkers using empirical data, with a focus on productivity. Using examples from coaching software engineers, this program presents strategies for helping analytical thinkers safely experiment with felt sense, label information they receive through felt sense, and incorporate it into their decision-making process.

Description:

As an executive coach to analytical thinkers, I have found that helping clients develop felt sense awareness results in better relationships, improved decision-making, and reduced anxiety in ambiguous, complex situations. Yet, even as they may acknowledge getting useful insight from felt sense, analytical thinkers often struggle with trusting it. Teaching analytical clients to use a feeling-based approach in decision-making requires a method that involves layering information, allows for time to internalize new material, presents information in analytical terms, and creates a safe environment for practicing new skills. In this program, participants will learn strategies that we've developed in collaboration with Dr. Marta Sinclair for helping analytical clients cultivate their felt-sense awareness and use it on cue in a way that feels safe and relevant to them.

Learning Objectives:

By the end of this program participants will be able to:

- Articulate unique challenges that analytical people face in cultivating felt senses
- Explain the impact of cultivating felt senses on performance effectiveness in terms that are relatable to analytical thinkers
- Name three specific exercises for helping analytical thinkers safely and effectively get in touch with their felt senses

Citations:

Goleman, D., Boyatzis, R. E., & McKee, A. (2002). *The new leaders: Transforming the art of leadership into the science of results* (p. 14). London: Little, Brown.

Shushok Jr, F. 2016. Executive editor Frank Shushok, Jr. talks with Brené Brown about learning and failure. *About Campus*, 20(6): 3-7

- Stratford, T., Lal, S., & Meara, A. 2012. Neuroanalysis of therapeutic alliance in the symptomatically anxious: The physiological connection revealed between therapist and client. *American Journal of Psychotherapy*, 66:1.
- Tomasino, D. E. 2011. Heart in intuition, cultivating intuitive intelligence. In M. Sinclair (Ed.), *Handbook of intuition research*: 247-260. Cheltenham: Edward Elgar.

About the Presenter:

Alina Bas, M.A., is an Executive Coach and workshop facilitator with a private practice based in New York. She helps leaders develop self-awareness, manage energy, and achieve meaningful goals. Alina's clients are changing the world at Google, Facebook, Microsoft, Oracle, UN, and American Council on Education. Alina holds a Master's degree in Industrial/Organizational Psychology from NYU, and is a #1 best-selling author of [*Skeptic's Guide to Intuition*](#) (2013).

Continuing Education

If attended in its entirety, this course qualifies for:



The International Focusing Institute is approved by the **American Psychological Association** to sponsor continuing education for psychologists. **CE Hours/Credits: 1.** The International Focusing Institute maintains responsibility for this program and its content.

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