

The Self-Management Sequence

This theory is based on the idea that *everything that occurs in our lives happens because we mentally “create” it in our brains first*. Things that seem to happen to you *actually* happen because of you—something you influenced, created, directed or allowed to happen. Behaviors you do—or do not do—are the cause of your successes and failures.

1. Behavior

Your behavior most directly controls your success or failure. Behavior is our actions. Usually if you do the right thing, you will achieve the right results. A student who does not study, skips class, and does not turn in his assignments (all behaviors) will not earn good grades. On the other hand, *when your actions work for you, circumstances around you will work for you too*.

So, why do we do what we do? Why do we *not* do the things we should do, and do those things we should not do? What makes us act the way we do and behave the way we do? We know what is right and wrong, what is wise or unwise, but we are controlled, directed and influenced by our **thoughts** and **feelings**.

2. Thoughts and Feelings

Our actions and behaviors are first filtered through our thoughts and feelings. Feelings are thoughts on a deeper level. They feel more real than thoughts and have great power. *The way we feel about something will determine what we do*. A person who has a fear of flying, will drive days to get to a destination instead of fly there in 3-4 hours. Why? It is not the plane or flying that determines how he or she makes a decision about the trip. It *is his or her feelings about flying* that decides the car route over the airplane route. *It makes no difference if the feelings are irrational or illogical* they still have the power to make the decisions or control a situation.

What causes these feelings? Your feelings are created, controlled, influenced or determined by your **attitude**.

3. Attitude

Your attitudes are the perspectives from which you view life. Your attitude about something influences how you think and feel about that something. This in turn determines how you will *act* on something and also how well you will do it. A good attitude is essential to any kind of achievement. A good attitude or perspective allows you to see opportunities ahead, set your sights and reach your goal. Attitudes come from **beliefs**.

4. Beliefs

What we believe about anything will result in our attitude about it, create our feelings about it, determine our actions/behaviors and in each different case help us to succeed or to fail.

Belief is so powerful that what we believe to be true may not in reality be true. *Belief does not require something to be true*. Reality is what we believe it to be. In combat, two sides are willing to kill each other for what each side believes.

We all have beliefs about ourselves that are negative. Our beliefs will affect what we do, so if you believe you are not socially adept, *your belief about yourself will turn out to be correct—whether or not it is true*. *There are thousands of beliefs we hold about ourselves. Some of these beliefs are true and many are not true. However, your mind will act as if all your beliefs are true*.

Were our beliefs handed to us? Do we create them ourselves? Our beliefs are completely created by our **programming**.

5. Programming

We believe what we are programmed to believe. We are conditioned from the day of our birth to believe those things that are reinforced, taught and nearly permanently cemented in our brains about ourselves. *Whether the programming input is right or wrong, true or false, the result is that we believe the input that we accept in our minds.* We accept things from our outside world and we feed ourselves millions of bits of information. *This starts a cause and effect chain reaction within us that is a sequence,* which will lead us to successful self-management or unsuccessful management of our lives, our resources and our futures.

There are two good things to know about Programming. First is the truth that you do not have to accept the programming that is sent your way. You can accept or reject it. If you reject it, you need to replace it with **reality**. What about the input is true and what is not true. Use your cognitive skills and analyze the input-match it up with reality not your or someone else's negative thinking. Second, you can program yourself. Decide what you want to be in your head and heart and program yourself diligently with those thoughts. Soon they will become feelings and will replace the negative feelings you have been telling yourself for years.

This is how our brains work. If you want to manage yourself in a better way and change the results of your actions and feelings, you can at any time. The first step and the most important step is: ***change your programming.***

The self-management sequence:

Programming creates beliefs.

Beliefs create attitudes.

Attitudes create thoughts and feelings.

Thoughts and Feelings determine actions/behaviors

Behaviors create results.

Isabelle Halvorson

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