

# Performance Intelligence at Work: The 5 Essentials to Achieving The Mind of a Champion

*Ph.D., Julie Ness Bell, Robin Pou*

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## PERFORMANCE INTELLIGENCE AT WORK

**The 5 Essentials  
to Achieving  
The Mind of a Champion**



**Julie Bell, Ph.D.  
and Robin Pou**

Foreword by **Bob Rotella**  
Bestselling Author of *Golf Is Not a Game of Perfect*

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**Ph.D., Julie Ness Bell, Robin Pou : Performance Intelligence at Work: The 5 Essentials to Achieving The Mind of a Champion** before purchasing it in order to gauge whether or not it would be worth my time, and all praised

## Performance Intelligence at Work: The 5 Essentials to Achieving The Mind of a Champion:

7 of 7 people found the following review helpful. "Reverse Engineer Thoughts Lead to Actions" By D. Kanigan Dr. Bell explains that most executive coaches focus on what it takes to "Do x to gain y results." "Performance Intelligence" is complementary because it addresses the thinking behind the techniques. Performance Intelligence is made up of 5 attributes: 1) FOCUS. Bell states that athletes and professional executives either focus on playing to win, playing not to lose and/or focusing on past mistakes - rather than focusing on where we are going and how we will get there (the "game plan" or the "process"). 2) CONFIDENCE. Too often we focus on the outcome, if we hit it, it's a success and if we miss it, it's a failure. The flaw in this thinking is that you cannot be 100% confident in the outcome because you don't control all of the variables - however, you can be confident in the process that creates the outcome. Bell explains that after a performance, we spend the lion's share of time agonizing on the poor performance or the mistakes - we spend a bit of time on self-talk on what went well - and we spend a bit of time correcting the mistakes. Bell states that we need to re-allocate our time in performance evaluation - a good amount of time should be spent on assessing what went well - we should spend a sentence or two on the errors or the poor performance and categorize them as "mistakes" - and then focus a reasonable amount of time on correction. 3) WINNING GAME PLAN. Bell suggests that you should reverse engineer the concept "thoughts lead to actions and actions lead to results" - and reward yourself for execution rather than waiting for the end result...as many variables are beyond your control (eg, opponent has career best day - bad calls - injury - missed ref calls) 4) SELF DISCIPLINE. Desire to improve or change and then hold yourself voluntarily accountable to that change. Many desire to improve but don't hold themselves accountable for the change. 5) COMPETITIVENESS. Having a desire to win but re-casting the win-lose relationship from beating someone - - to taking your own game to the next level and creating win-win situations. I thought author did an excellent job in explaining the "whats" and the "whys" and she outlined a solid approach in "achieving the mind of a champion" with her 5 attributes. The chapter recaps at end of each chapter were written by author's colleague. They felt disconnected and added little to the recommended disciplines - and in fact were a distraction which added little to the flow of the book. I felt that this space could have been better utilized to offer better "hows" to help the reader build the habits necessary to improve performance. Overall, the book is a worthy read for someone who wants to take their performance to the next level.

0 of 0 people found the following review helpful. Great read By Macca Great book so far! 2 of 2 people found the following review helpful. Get this - put it to work in your business! By S. Buchanan I've had the pleasure to work with Dr. Bell and her team on several occasions. These fundamentals of improved thinking have improved awareness and confidence in our sales force and operational teams. Improved thinking supports any hard skills that your organization requires. Imagine your workforce that you have trained well using those skills with a confident, winning mindset - improved results are almost assured.

Your mind is a powerful tool. You just need to learn how to master it. That's where Performance Intelligence comes in. The ability to perform your best when it matters most is a skill anyone can learn. A well-known sports psychologist, Julie Ness Bell, Ph.D., has trained some of the world's greatest athletes, from professional golfers and tennis stars to football teams and basketball pros. She's learned that the athlete's ability to perform under extreme stress is predominantly mental - not physical - and the basic principles of peak performance are the same for everyone, whether you're a corporate leader, team player, or small business owner.

Principle #1: Your mind is powerful. Principle #2: You control your mind. Principle #3: You have a choice in every situation. Think about it. Now think again. That's the secret behind Performance Intelligence at Work, a proven method of unblocking the obstacles in your brain - and unlocking "The Mind of a Champion." Performance Intelligence works for athletes, and it will work for you, too. Throughout the book, Bell provides specific examples from her vast coaching experiences and relates them to the corporate playing field. Each chapter ends with a "Business Leader Huddle" to help you put each principle into action. You will learn how to recognize your old ways of thinking, refocus your thoughts on a goal, and establish new routines to make it happen. Instead of negative "what-not-to-do" thinking (I will not procrastinate), you'll be able to retrain your brain using proactive "what-to-do" thinking (I will finish this task today). Soon you'll be performing at higher levels than you ever thought possible - with a winning mindset you never knew you had.