

A close-up photograph of pink cherry blossoms with yellow stamens, serving as the background for the slide.

How to Develop Self – Awareness & Strategize in Times of Crisis

Presented by Aida Dismondy, Principal of ALBEX LAW, P.C.



Albex Law, P.C.

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Agenda

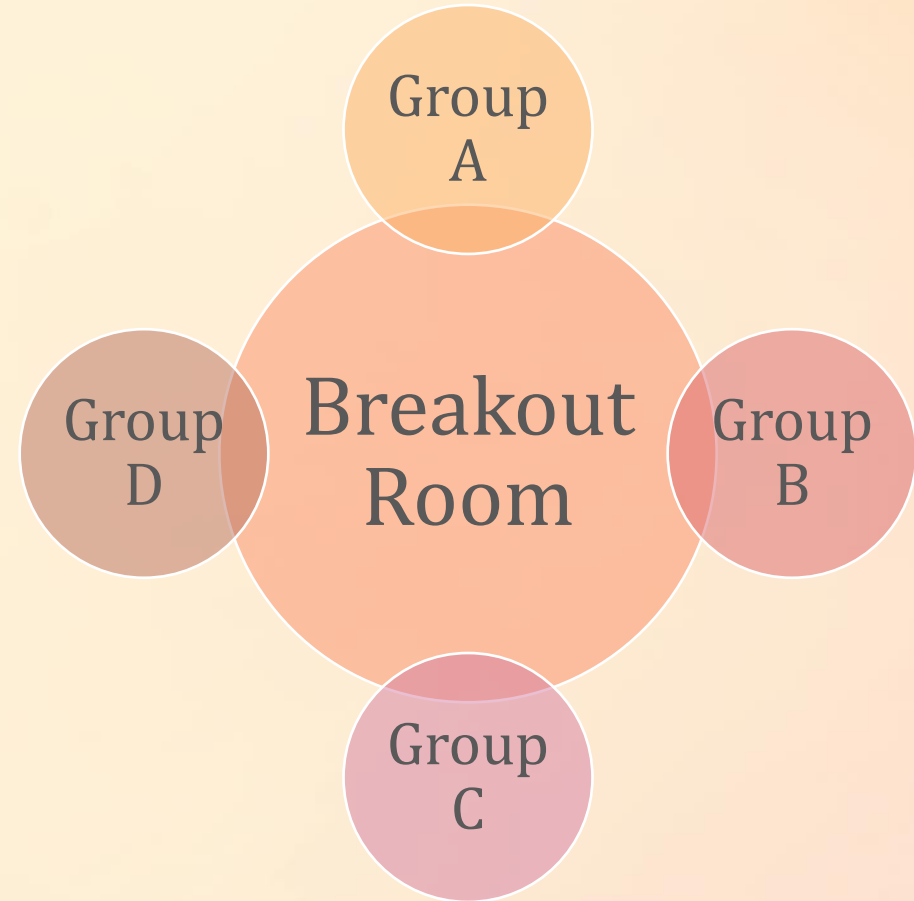
- 60 minutes
- Make sure microphones are off
- Situational Awareness
- Importance of Mission
- Reflection
- Strategy
- Execution and Oversight while Adapting
- Oversight and Delivery
- Q & A

“Life Happens for You Not to You”

Tony Robbins

How Are We in Times of Crisis?

- Give a definition of crisis
- Last time we were in crisis how did we feel? (can be any situation)
- What did we do?
- Report back in 4 minutes



Crisis vs. Crisis in Action

Category A

- <https://www.youtube.com/watch?v=zBLsO7BKVHw>



- https://www.youtube.com/watch?v=VNt6R_LOmnQ



Category B

- <https://www.youtube.com/watch?v=tllWqmVKjp0>



- <https://www.youtube.com/watch?v=C3J1AO9z0tA>



What is Crisis?

“The point of time when it is to be decided whether an affair or course of action must go on, or be modified, or terminate; the decisive moment; the turning point.” *Webster Dictionary*

What Did We Discover about Ourselves?

A Bit Deeper

- Language
- Body Language



What if We Shift for a Moment?



- Exercise:
 - Think a time when you were furious, or scared.
 - Take the physiology you had at that moment.
 - Keep the posture.
 - Notice how you'll shift when...

In crisis the circumstances are not within our control, our response is; and dealing with crisis is first an inside job.

How Do We Get From Crisis to the Right Response?

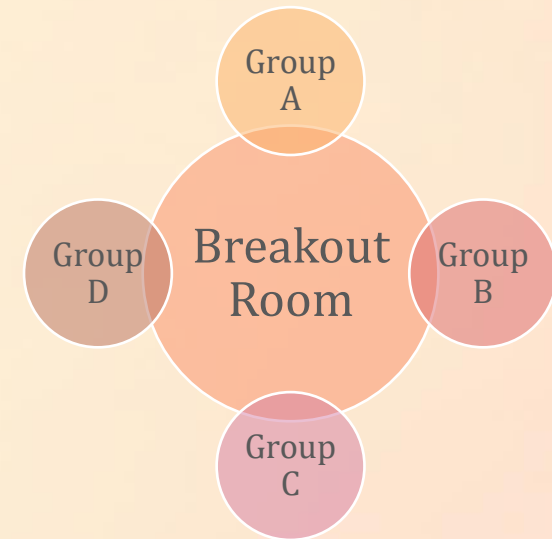
Situational Awareness and Self Awareness.

Situational Awareness in Crisis

- “The perception of the elements in the environment within a volume of time and space, the comprehension of their meaning and the projection of their status in the near future.” (Endsley, 1988a)
- Am I safe? Am I complete? Who else is around me? What is everyone doing? Must action be taken immediately or incrementally?
- No time for panic, no time for emotion, no time for brain negotiations.

What if We can't Help it? Then What?

- Self Awareness
 - Not in 20/20 hindsight, but in the moment of crisis: Can we recognize how we are in the moment of our crisis?
 - Breakout Room: Time of lockdown, Kids at Home, Remote Work



Self - Awareness



- Know Thyself
 - Who we are impacts what we do
 - Emotions can impair us or propel us
 - We choose to “start with the [person] in the mirror”

Self - Awareness

- Why?
 - To get to a different emotional state : a place of calm and clear mind
 - To reach for the Silver Lining
- What not to look for or expect?
 - Being in control
 - Think: flexibility, adaptability, prepare to change direction at a moments notice.

Self - Awareness

- How do we get from emotional state A to emotional state B?
 - We pause
 - We become acutely aware of our surroundings
 - We breath in deeply
 - We do an MRI of our internal being while holding our breath
 - We do not fight our mind : we make peace with our mind
 - We exhale
- Let's practice, but...

Self - Awareness

- Now that we have recognize our emotions, give it a name.
- This is the next step in process
 - We become aware not only of our emotions but also make the decision instantaneously as to who it is that we must be and become to deal with the situation we find ourselves in.
 - Any superhero fans?
 - Exercise
 - In times of crisis – even in times of peace – call on the parts of you where your language, your beliefs, your state are aligned in empowerment.
 - Superhero vs. Villain (or saboteur)
 - “Where focus goes energy flows.”
- What if I can’t calm down?
 - It’s ok. Delegate the task. But make NO decision without clarity and a calmed mind.

MISSION - RESULT

- Define It
 - Keep it short and sweet: few words; a short sentence.
- It's the only target
- Communicate it to everyone involved
 - If you don't know the mission: ask

REFLECTION

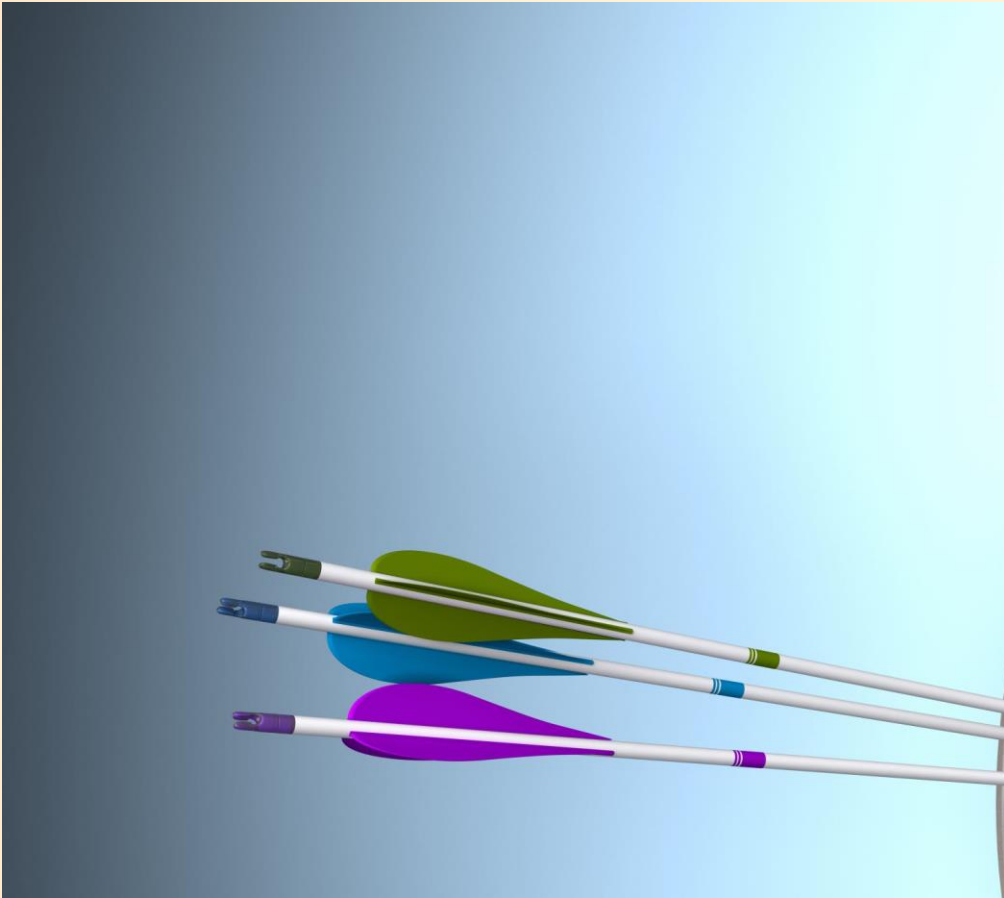
- Often a missed step
- With Pen and Paper if time permits
- This is where experience and knowledge come in place
- Processes, procedures, contingency plans will be helpful
 - But reflection is a human task, leaders especially should not skip this step
- Allows for clarity of time needed to get the ball rolling.

STRATEGY

- “Set of activities to deliver a unique mix of value.” - Michael Porter
- I call it “The What”



THE WHAT



- Time – Revisit it
- 30, 60, 90 days or minutes, or seconds depending on the crisis
- List all activities you think must happen within that time
 - Unload it all on paper
- Choose the Three Musts
 - To reach the mission quickly
 - Pareto rule “80/20”
- Who Needs to Know What
- Who’ll do What
- Communicate

Execution and Oversight

- Communicate
 - Who's going to do what
 - Clarity about expectation
 - Clarity about the mission
 - Clarity about time frames
- Delegate roles and responsibilities
 - Make sure everyone knows who's doing what
 - Right hand needs to know what the left hand is doing
 - Include also one person whose role is to document processes and procedures
 - Understand the need for flexibility so long as the mission is reached.
 - No straight line in crisis
- Oversight
 - Debrief : short and to the point

DELIVERY

- Get it done
- It doesn't have to be perfect
- Make sure mission is accomplished



Thank you!

Questions about Government Contract Compliance?
aida@albexlaw.com



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