

# Wired to connect

*Creating relationships is human nature*

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goAgile

*Helping you create lasting change*

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What are the three things we need to survive?

1. Food
2. Shelter
3. Water

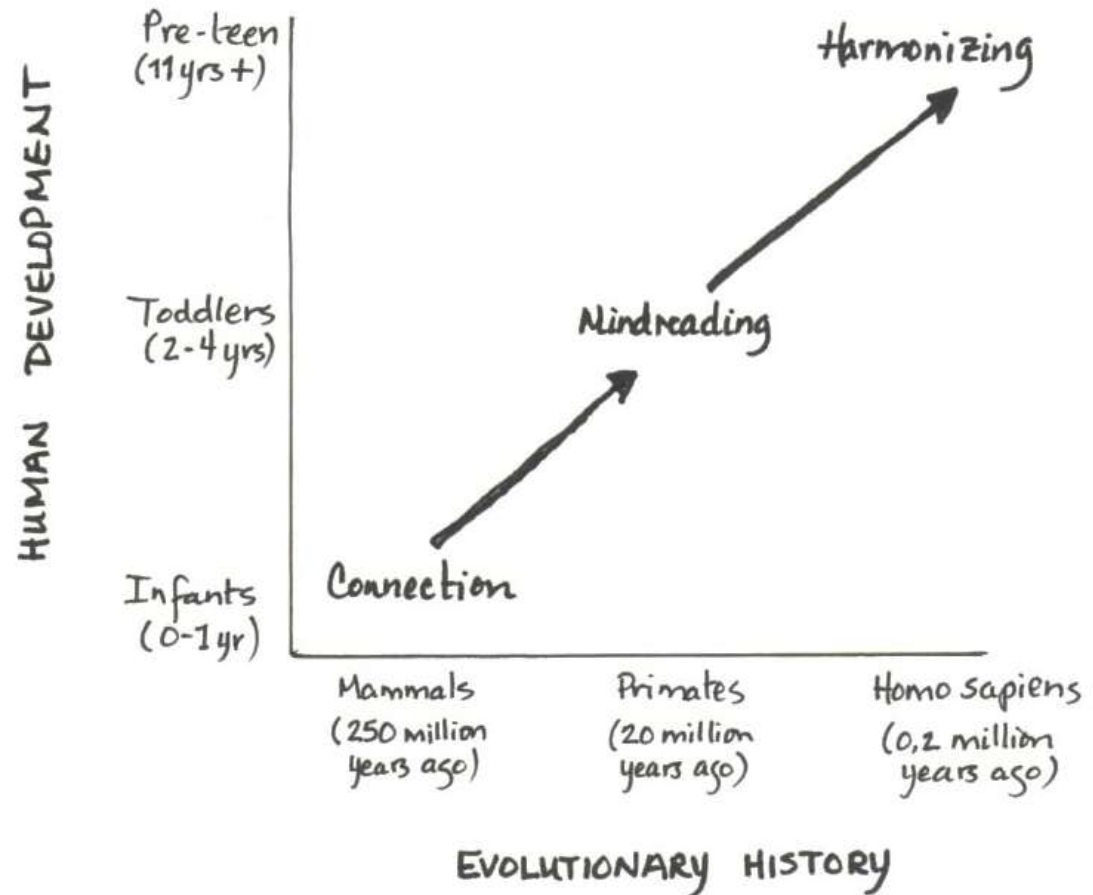
What are the three things we need to survive?

1. Food
2. Shelter
3. Water

We cannot get food,  
shelter or water  
without **social  
connection**

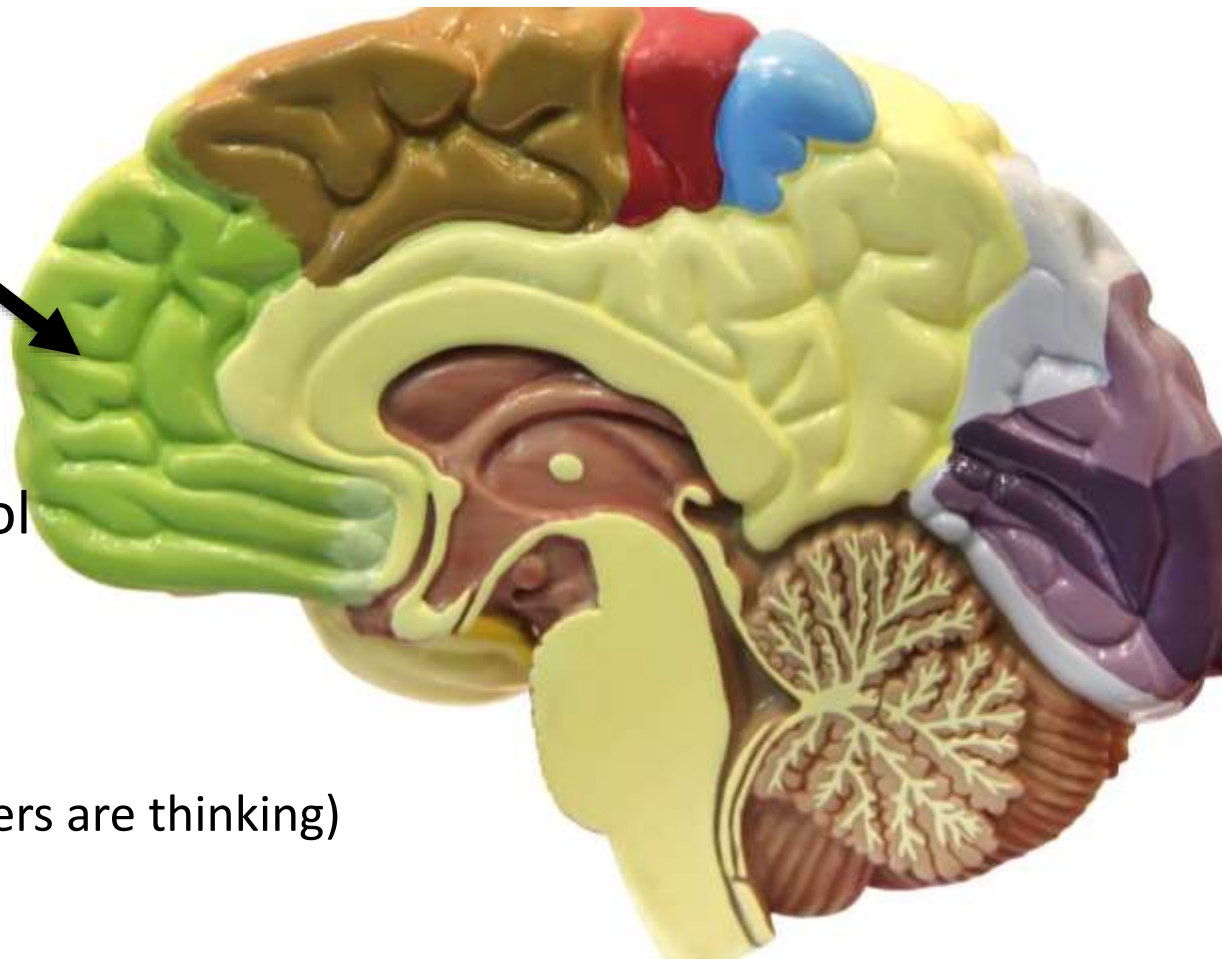
# 3 major brain adaptations that make us wired to connect

1. Connecting  
*(Neural overlap between social and physical pain)*
2. Mindreading  
*(Mentalizing)*
3. Harmonizing  
*(Sense of self is a "superhighway" for social influence)*



## Prefrontal Cortex (PFC)

- Goal-oriented behavior
- Emotion & self control
- Higher-level thought
- Sense of self
- Theory of Mind  
(thinking about what others are thinking)



Take one minute to sit and think...

**What did you think  
about?**

# Default network: social thinking



**Connection** is critical to our survival





# Understanding the effect of our social motivations

Social pain  
is the same as  
physical pain  
in the brain.



# Ways that our brains minimize social pain and maximize social pleasure:

- ❖ Mindreading  
*(mentalizing system)*
- ❖ Harmonizing  
*(reflect on ourselves and controlling our impulses)*



The question is...

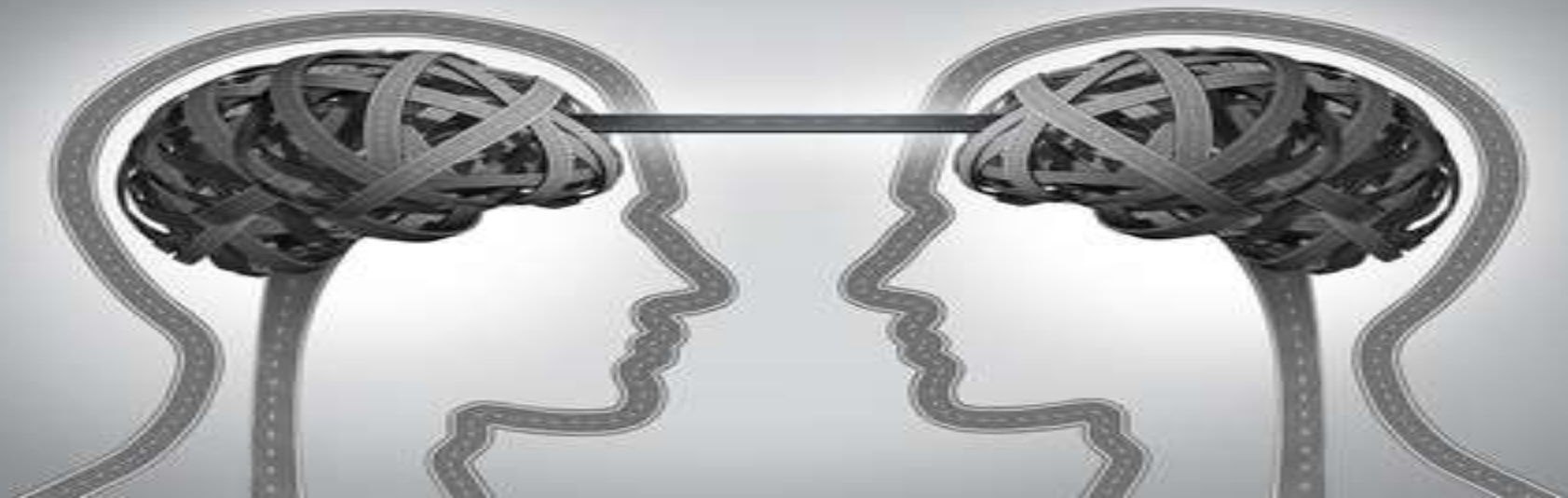
## Why do people watch Paradise Hotel?



Because our **brains** crave **WHY** stories



Often our success at something is intertwined with how well someone else is doing, or it depends on our interaction with that person. In these cases, keeping track of or predicting the other person's mental state can be the difference between success and failure.



A vibrant underwater scene featuring a large school of fish. The primary species is a type of surgeonfish with prominent vertical stripes in shades of yellow, green, and black on a light blue-grey body. Other fish include a dark blue surgeonfish and a smaller, more colorful fish with orange and blue markings. The water is clear and bright blue, with sunlight filtering through from above, creating a shimmering effect. A light blue speech bubble is overlaid on the upper left portion of the image.

***What's water?***

# Self system & harmonizing

Our sense of self contains what we believe to be private and inaccessible, yet in reality, it is a conduit for the socialization of our beliefs and values.



”

We have an immediate intuitive sense of things being a certain way, and it takes self-control to set this perspective aside to consider alternative ways of processing the same information.

**Self control is the price of admission to society.** ”

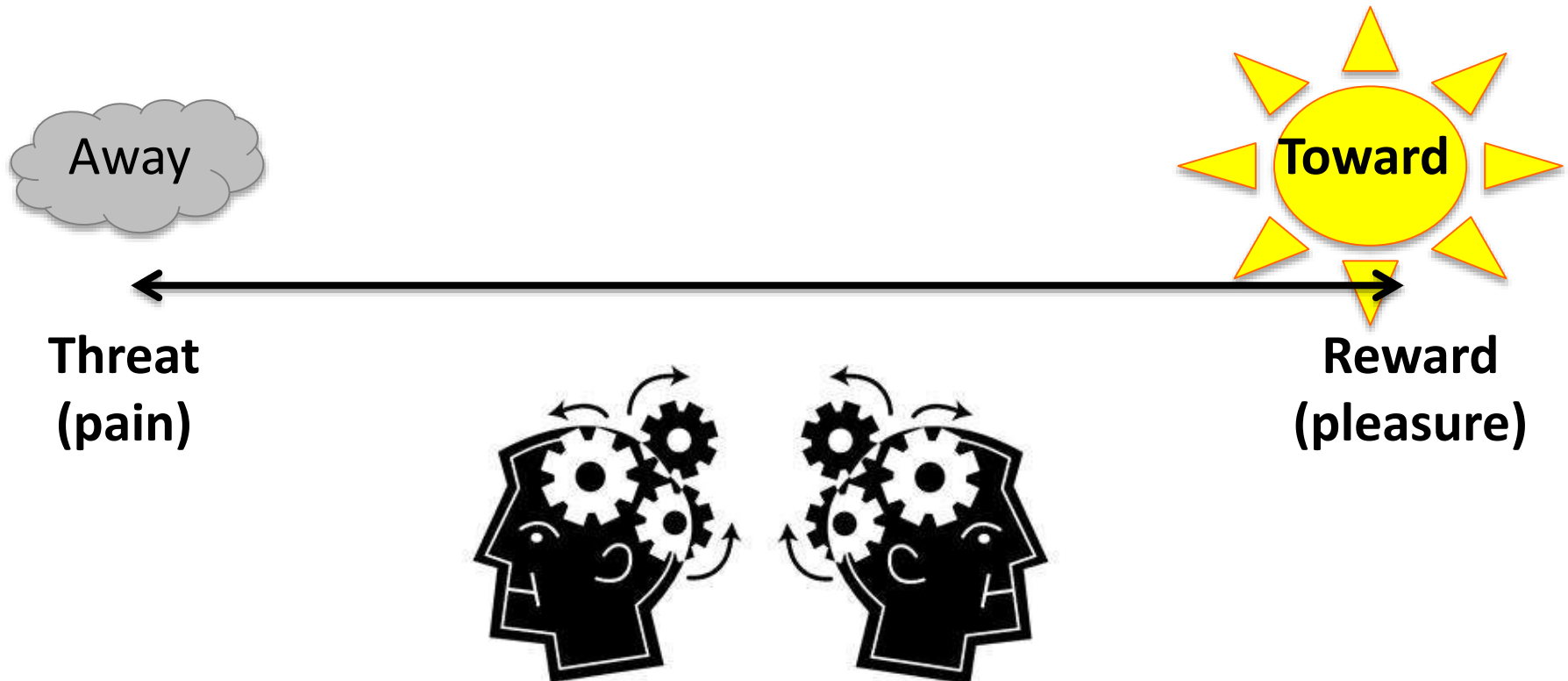
- Matthew D. Lieberman, Ph.D.



# Quiz #3 Read the colors, not the words

**YELLOW**    **BLUE**    **ORANGE**  
**BLACK**    **RED**    **GREEN**  
**PURPLE**    **YELLOW**    **RED**  
**ORANGE**    **GREEN**    **BLACK**  
**BLUE**    **RED**    **PURPLE**  
**GREEN**    **BLUE**    **ORANGE**

# Meeting people where they are at...



## Toward & Away Response

Source: Amy Arnsten, Ph.D., professor of Neurobiology, Yale University Medical School

# What triggers social pain or pleasure?



Status



Relatedness



Fairness

## Connect Scenarios

In groups, come up with one idea on how to connect with the person in the scenario.

You have 2 minutes.

# Emotions are contagious



The strongest emotion in a team can ripple out and create the same emotion in others – without anyone consciously knowing this is happening.

Positivity – your brain is shaped by what you focus on!



## Positivity:

**Broadens the scope of possibilities in the brain – making you better able to solve problems and do so with more creativity and innovation.**

**Reduces stress and changes your outlook on the world.**

With positivity, you go from classifying people as separate "me" and "you," to seeing more interconnection, as in "we" and "us."



# How to create stronger relationships at work

- Reappraise the others' behaviors to find positive meanings.
- SMILE!
- Savor goodness – get more positivity from positive things.
- Show gratitude.
- Be kind.
- Apply your strengths.
- Practice mindfulness to become more open.



Value in knowing how your work benefits others



# Relationships = Results

