

# CHANGE

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YOURSELF – AND OTHERS



.....5.....



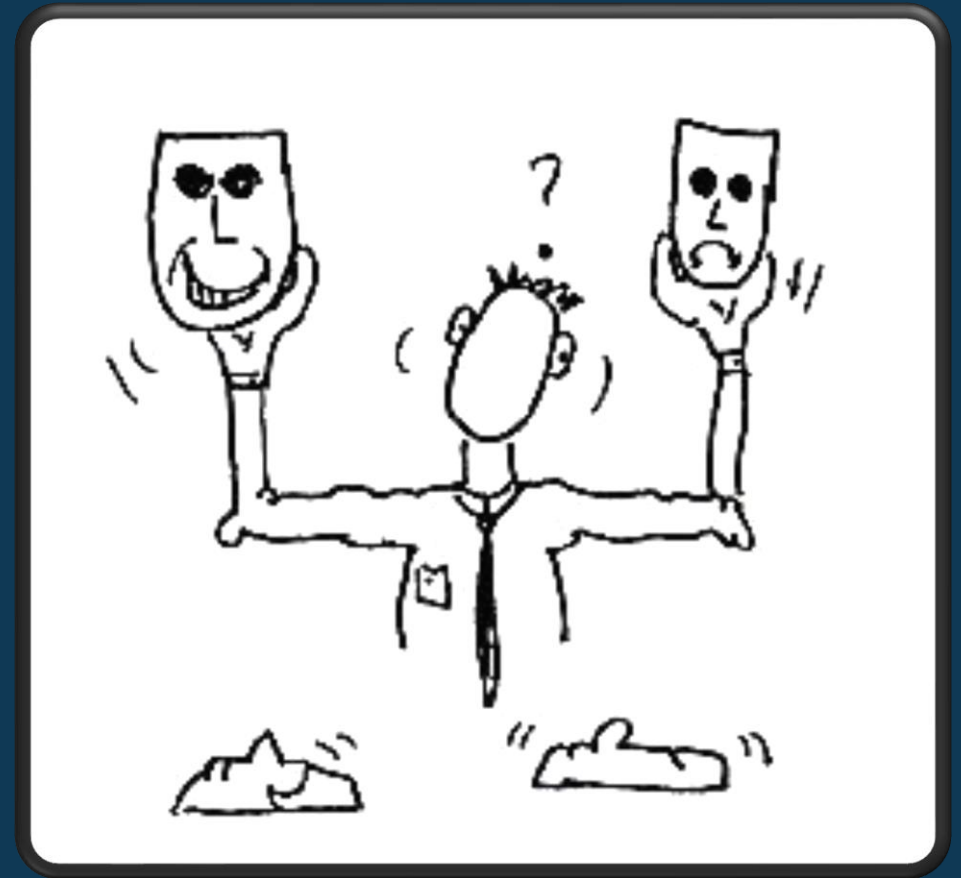
.....3.....



.....1.....



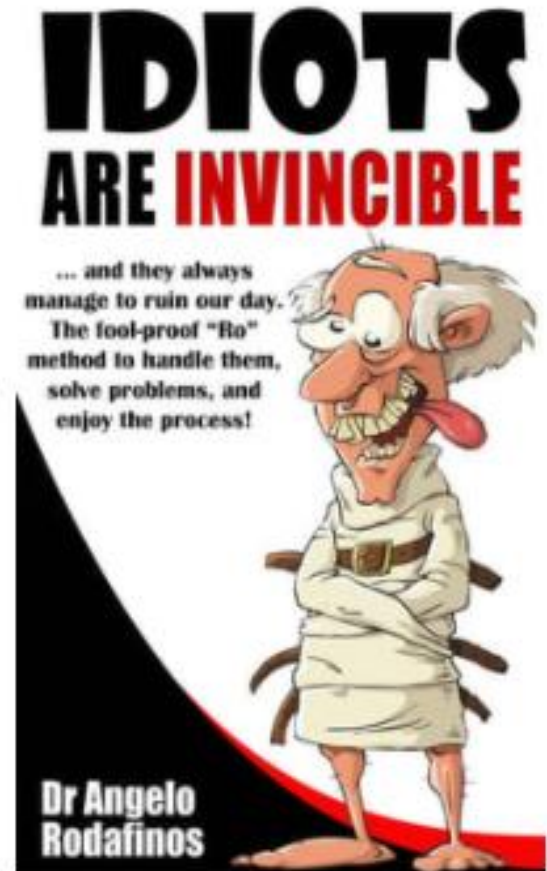
# CHOICES



Which one shall I wear today?



A manual for those who want to change something in their lives or in the lives of people around them.



Improve the quality of your life, changing either a) the conditions or b) your perception of the conditions.





Dr Rodafinos is a Behavior Change Specialist, an Author and a Keynote speaker. He has spent the last 20 years working as an Academic Psychologist, including long posts as Program Director for Social Sciences, Head of Psychology Department, and Professional Trainer.

We are all born beautiful babies, adorned by parents and friends, with potential to become real princes or princesses. However, at some stage, around 30 - for some later, for others even earlier - most of us, instead of "would-be princes," we become "frogs," as a result of the bad habits (poor nutrition, maladaptive thinking, bad companies, etc.) that we adopt along the way... and so on.

How can one revert to being a prince once again? One solution is to wait for the kiss of the princess. The other is to read this book. Most people would like to change one or more things in their lives. In fact, when examining their lives, very few individuals have difficulty finding an area they would like to improve.

Based on the theories of learning and cognitive-behavioural psychology, Dr Rodafinos describes goal setting and behaviour modification techniques that have been applied effectively in educational settings, fitness centers, business organizations, hospitals, mental health institutions, and prisons.

If you are not happy with yourself or with the conditions in your life, do not lose hope, because you can change - as long as you follow certain steps. Yet, if you do not change your direction, you're going to end up where you're heading (saying ... made in China).

# Prince to Frog ... and vice versa

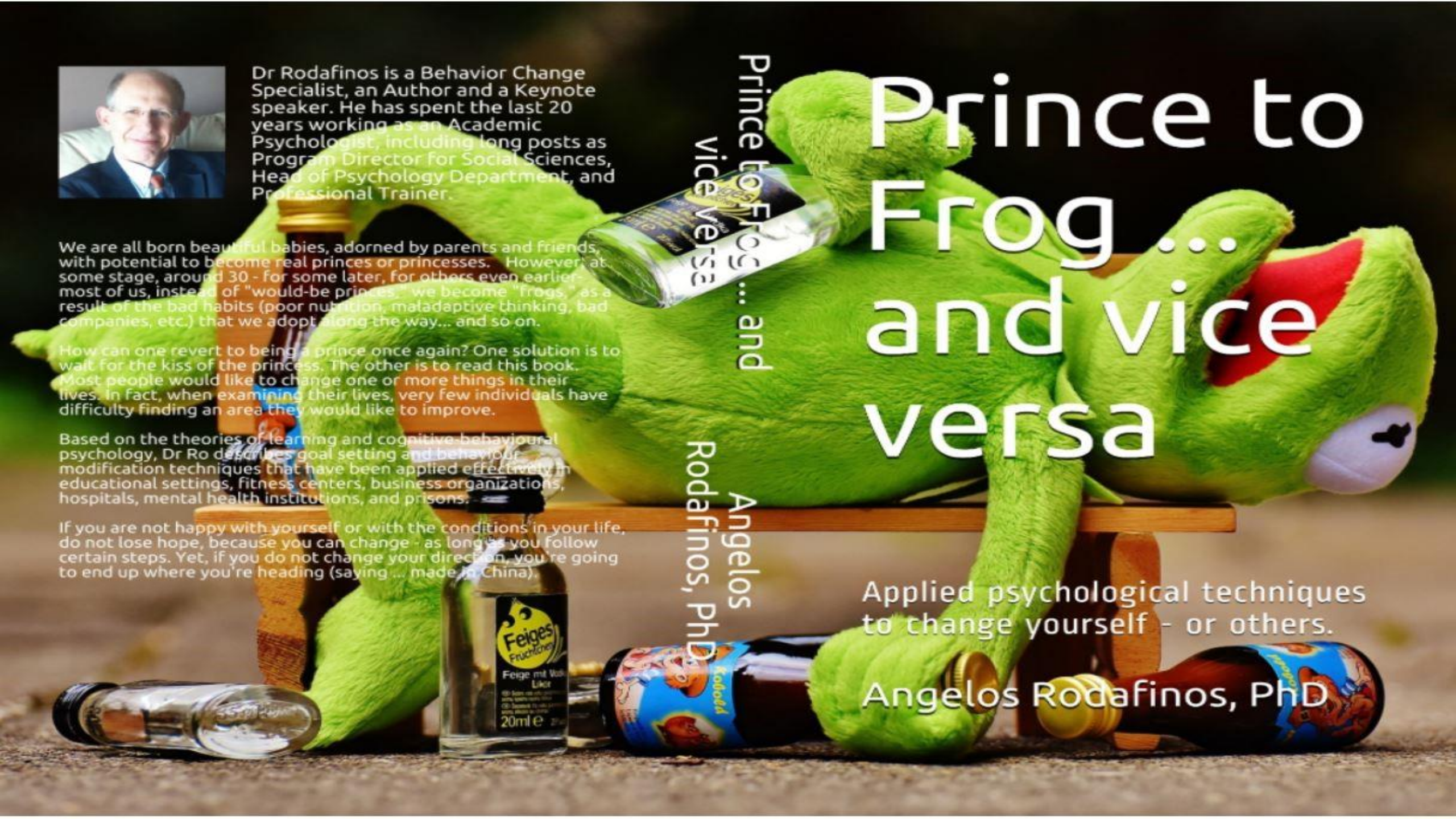
Prince to Frog ... and vice versa

Rodafinos, PhD

Angelos

Applied psychological techniques to change yourself - or others.

Angelos Rodafinos, PhD







# The genie

What would you change

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Work

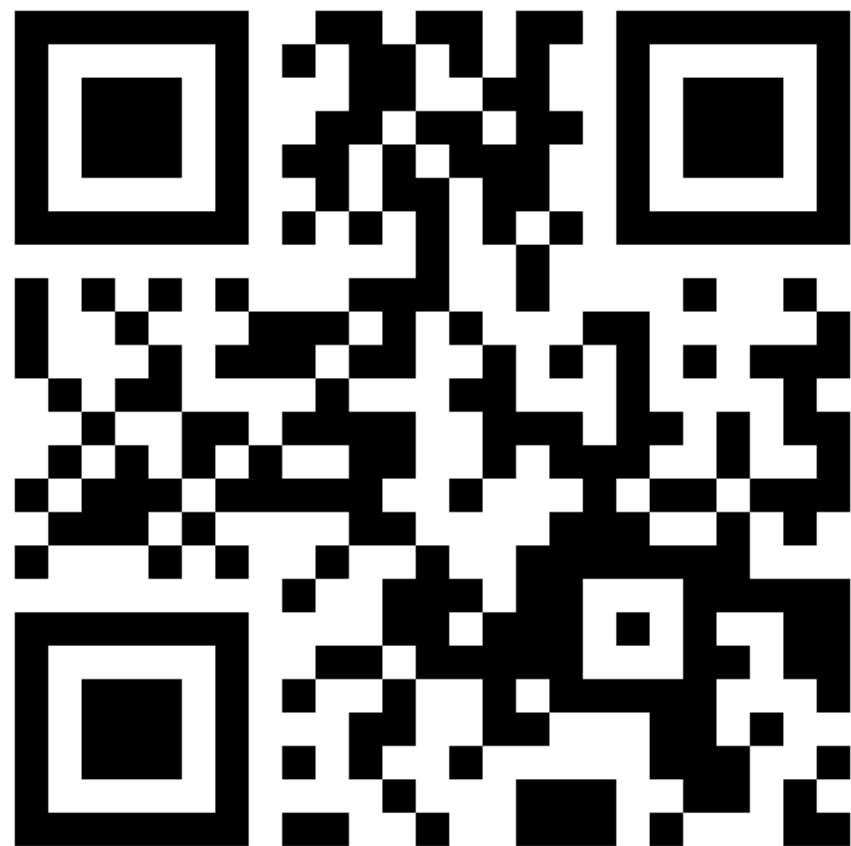
Relationships

Others

Society

Yourself?





<http://etc.ch/j8v8>



[https://directpoll.com/r?XDbzPBd3ix  
Yqg8CipEKowlYz4oh2UpE7nDe5W3V](https://directpoll.com/r?XDbzPBd3ixYqg8CipEKowlYz4oh2UpE7nDe5W3V)

# Common changes

**Physical well-being** (smoking, drinking, weight, eating healthy food, exercise).

Finances

Social and relationships

Bad habits

Career

Self-improvement

Organisation



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Mental well-being

Experiences

Altruism

Reducing, reusing, and recycling.

Spiritual

Organizations

Management

Employees

Community

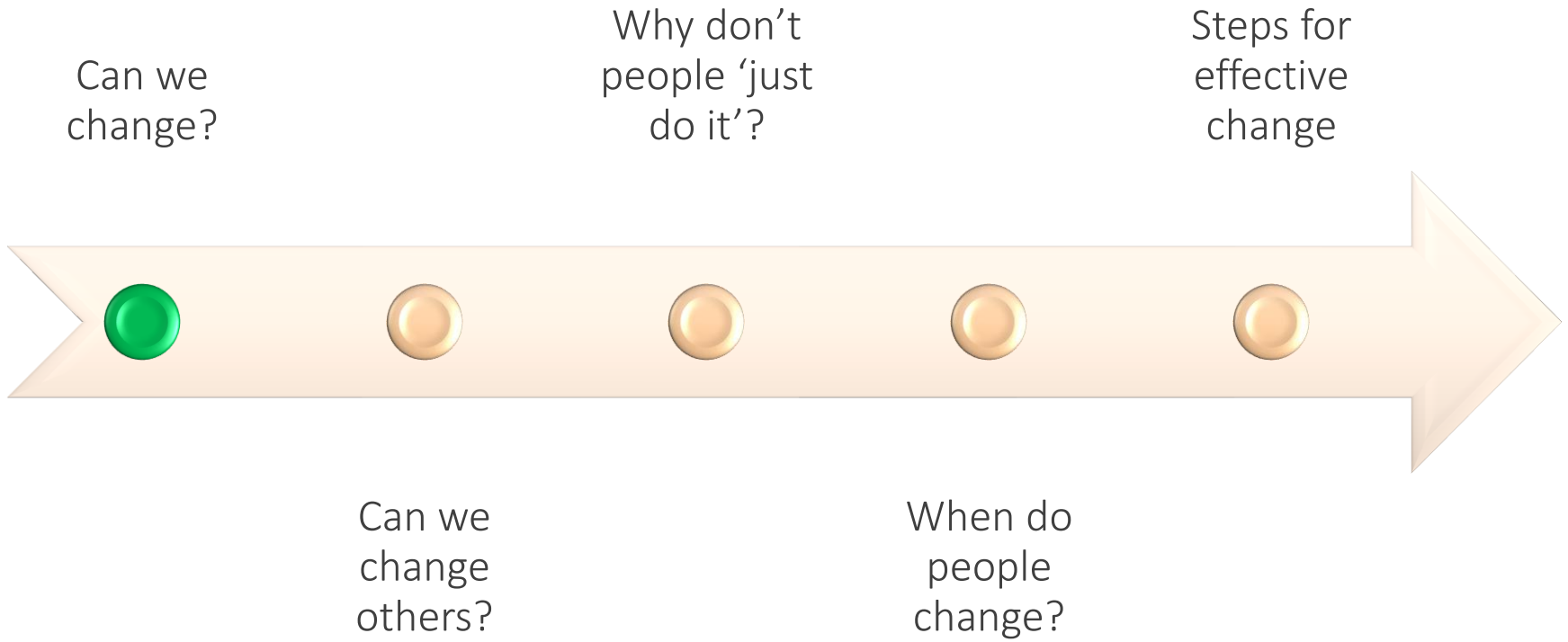
Us





# Contents



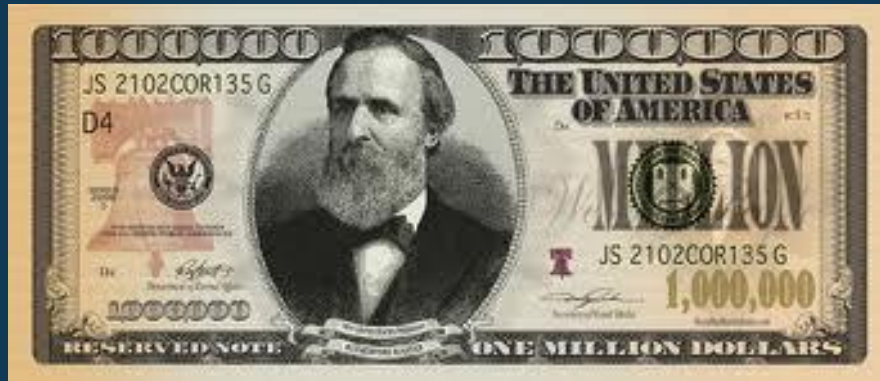


# THEORY



A



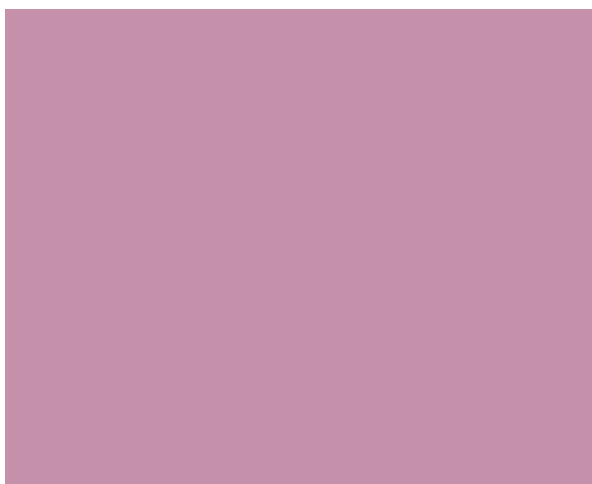
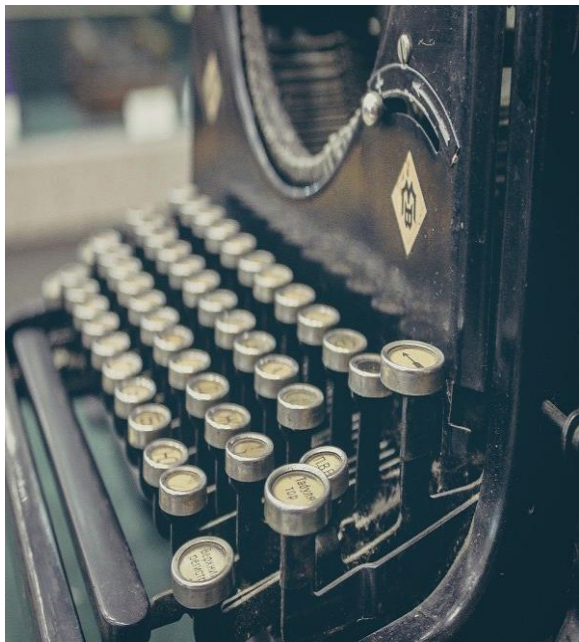


<http://www.livingwaters.com>

# Can people change?



**YES NO MAYBE™**





# Have YOU changed?



YES



NO



MAYBE



**Paradox**

**If you want to stay the same...  
you have to change!**

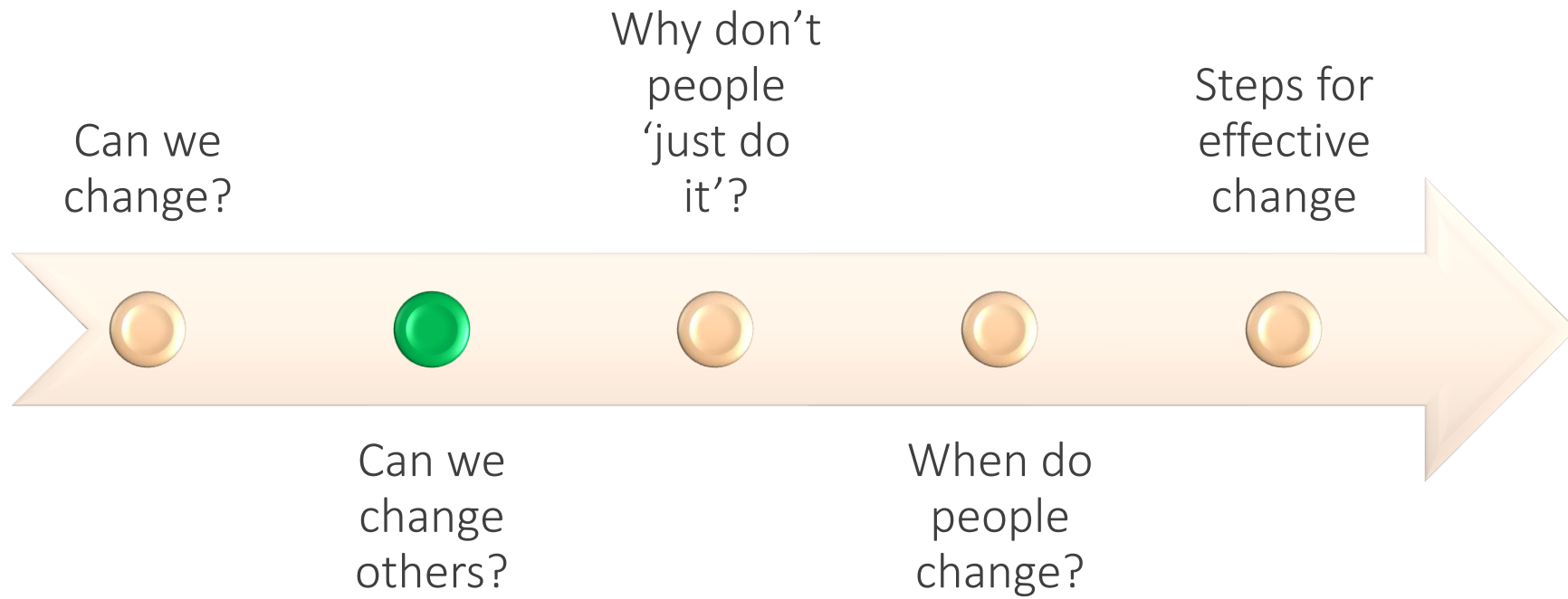




**If You Keep Doing**

What You've Been Doing ...  
You'll keep getting what  
you've been getting!

(and not getting what you've not  
been getting)





**That would be nice!**



<http://img195.imageshack.us>

NO

YES



**Another light bulb  
joke...**



# One ...

**BUT IT'S EXPENSIVE**

it takes a lot of time & effort

and the light bulb **has to want to change!**



**You can lead a horse to  
water...**







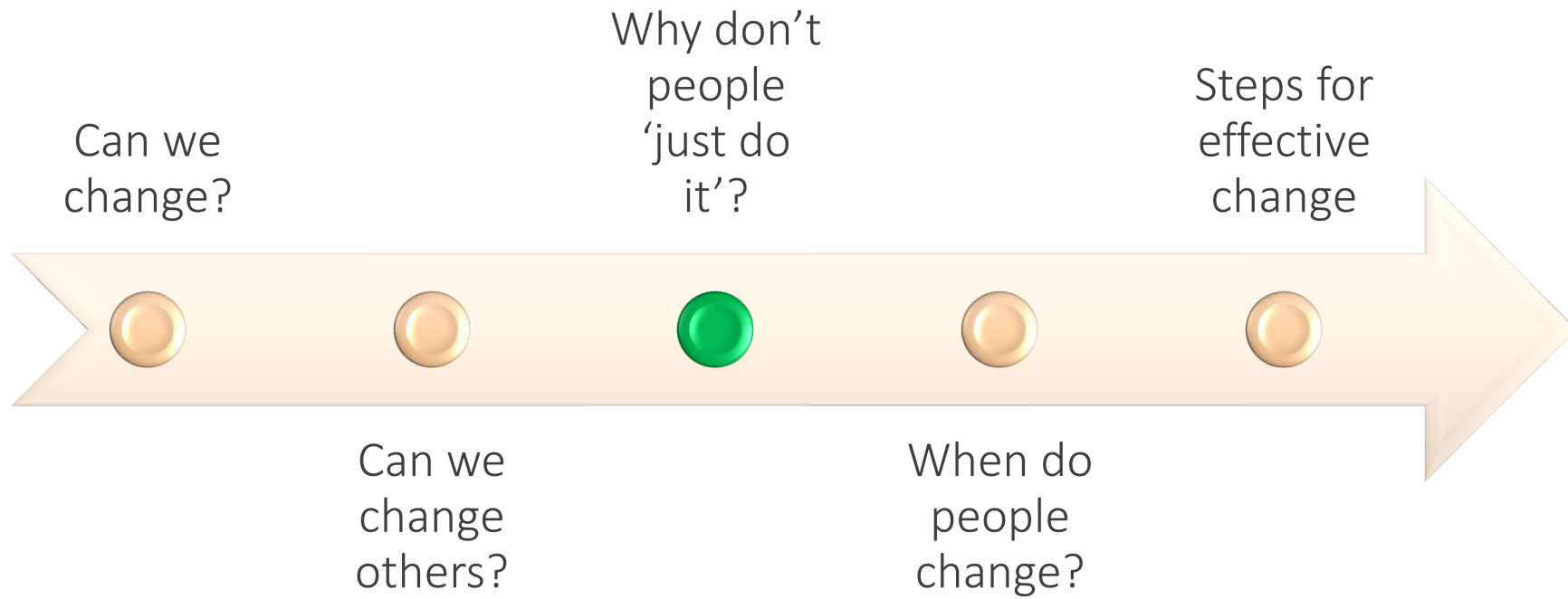
# Smokiss



Beware! More smoking ... more kissing.

# Beep





# Why don't we change?

Dinosaurs disappeared because they were stubborn!





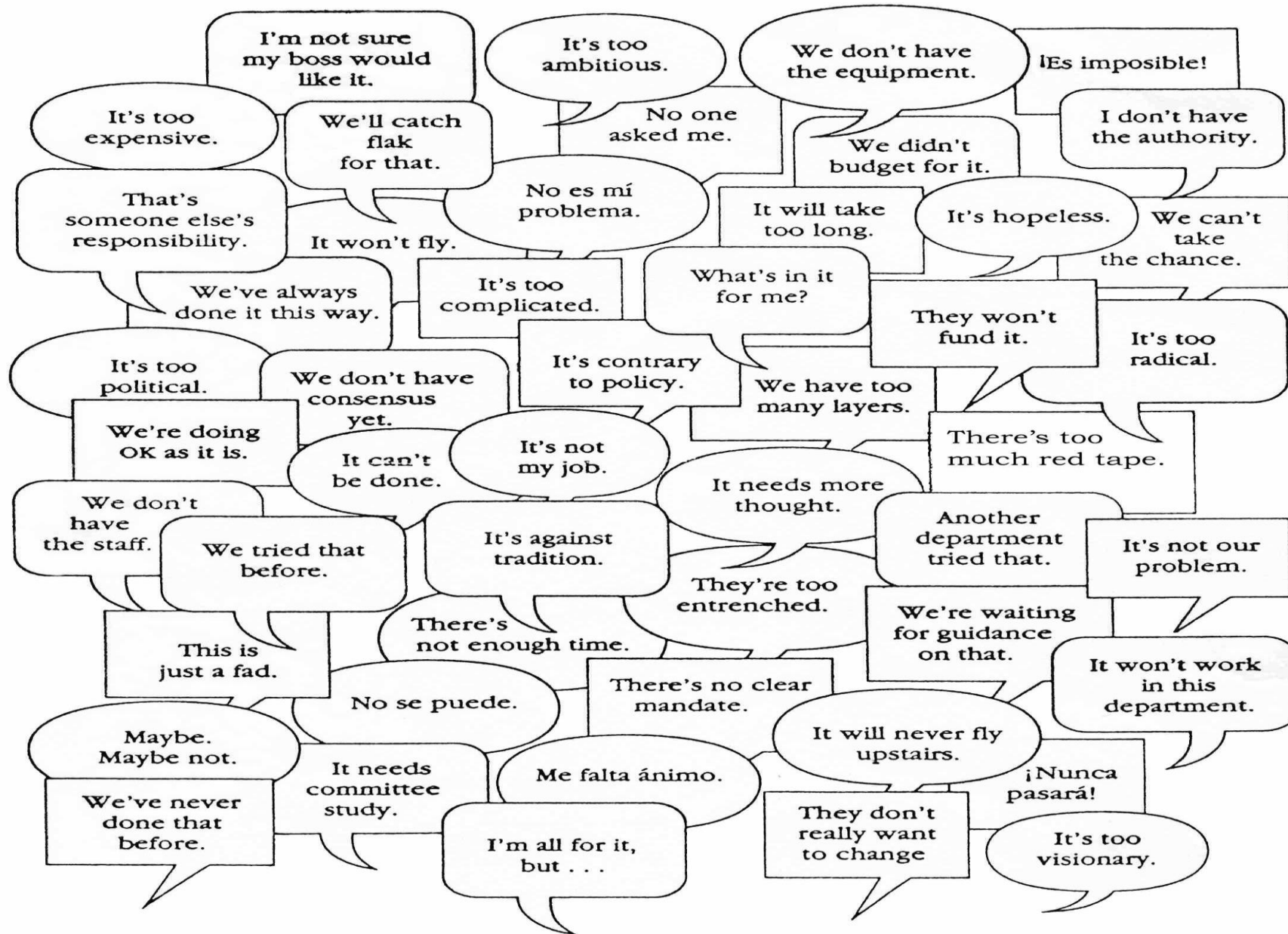
# Reasons we do not change

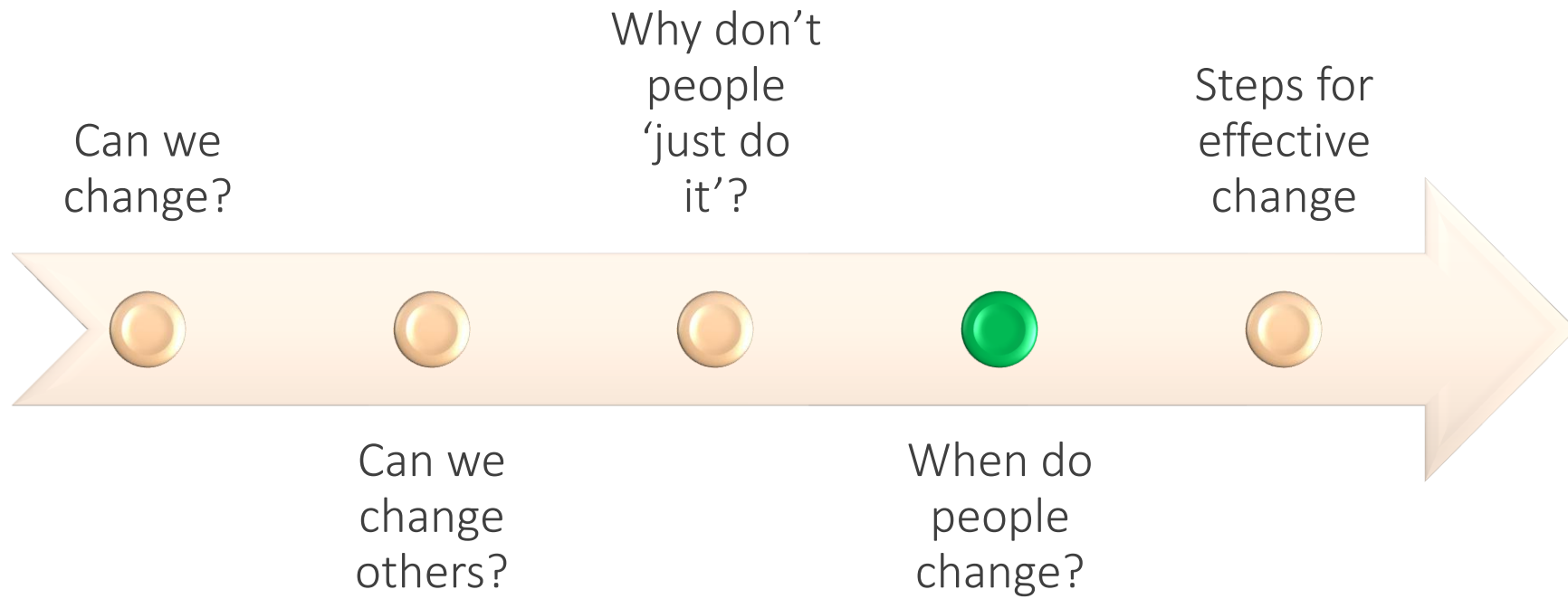
1. This is the way we've done it...
2. Cannot see the reason
3. Needs effort
4. We tried and failed
5. Performance will suffer
6. We feel insecure & uncomfortable
7. No one has shown us the steps!



[vaughanmerlyn.com](http://vaughanmerlyn.com)

# 50 Reasons Not To Change





# When do people change?



[astronet.hu](http://astronet.hu)

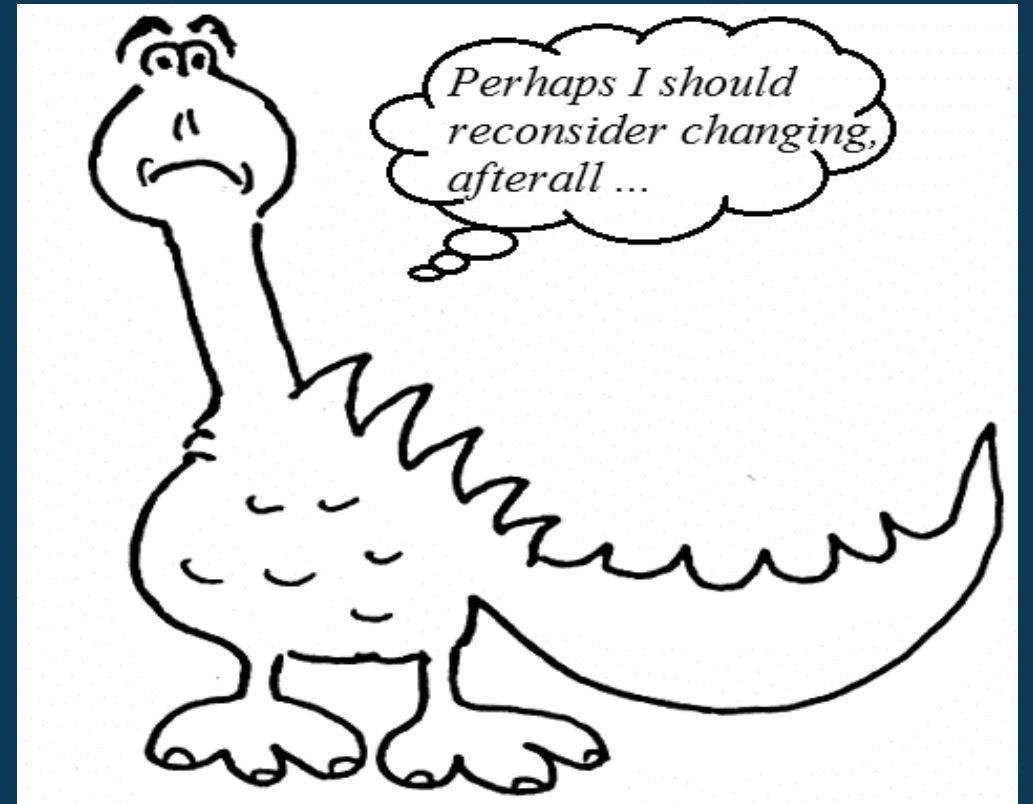


[avatars.imvu.com](http://avatars.imvu.com)



[inglesecultura.blogspot.com](http://inglesecultura.blogspot.com)

# Ready to change?

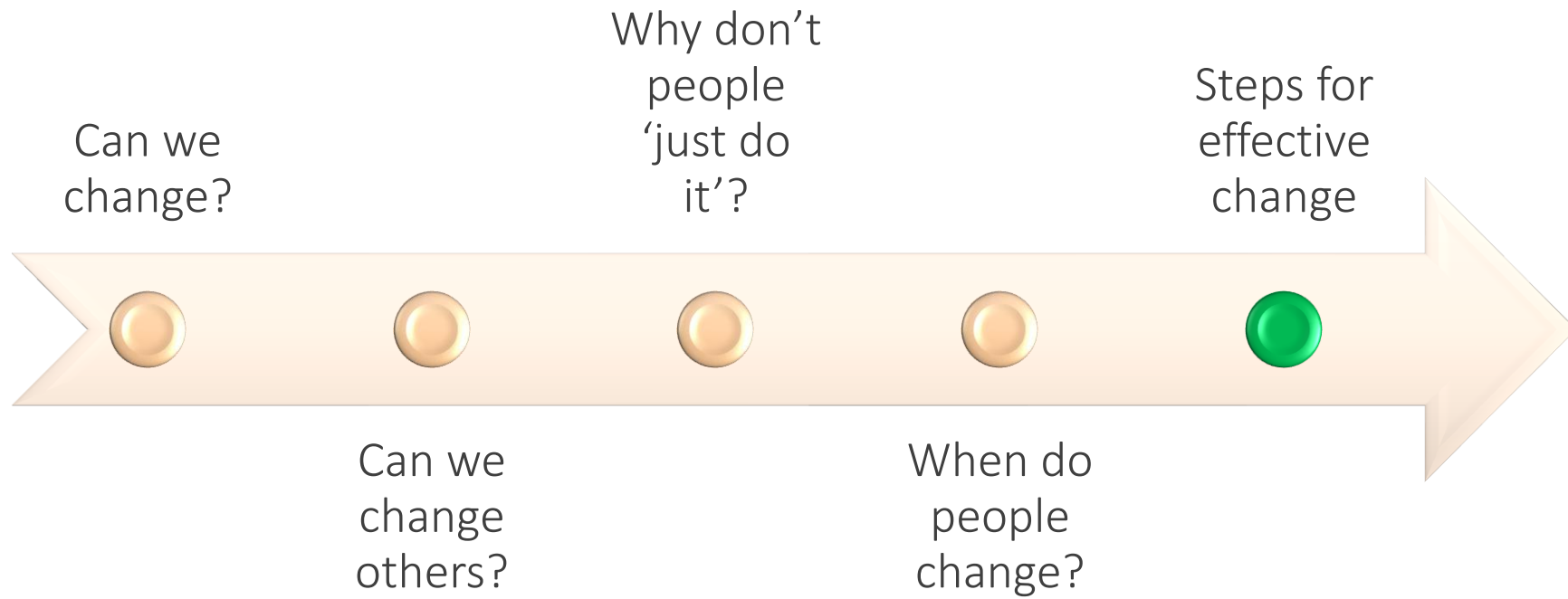


This is a rare photo of Dwayne before he became extinct. As you can see, he was ready to change.



**PRACTICE**

**B**



# Responsibility

Every action has an effect



# When you blame

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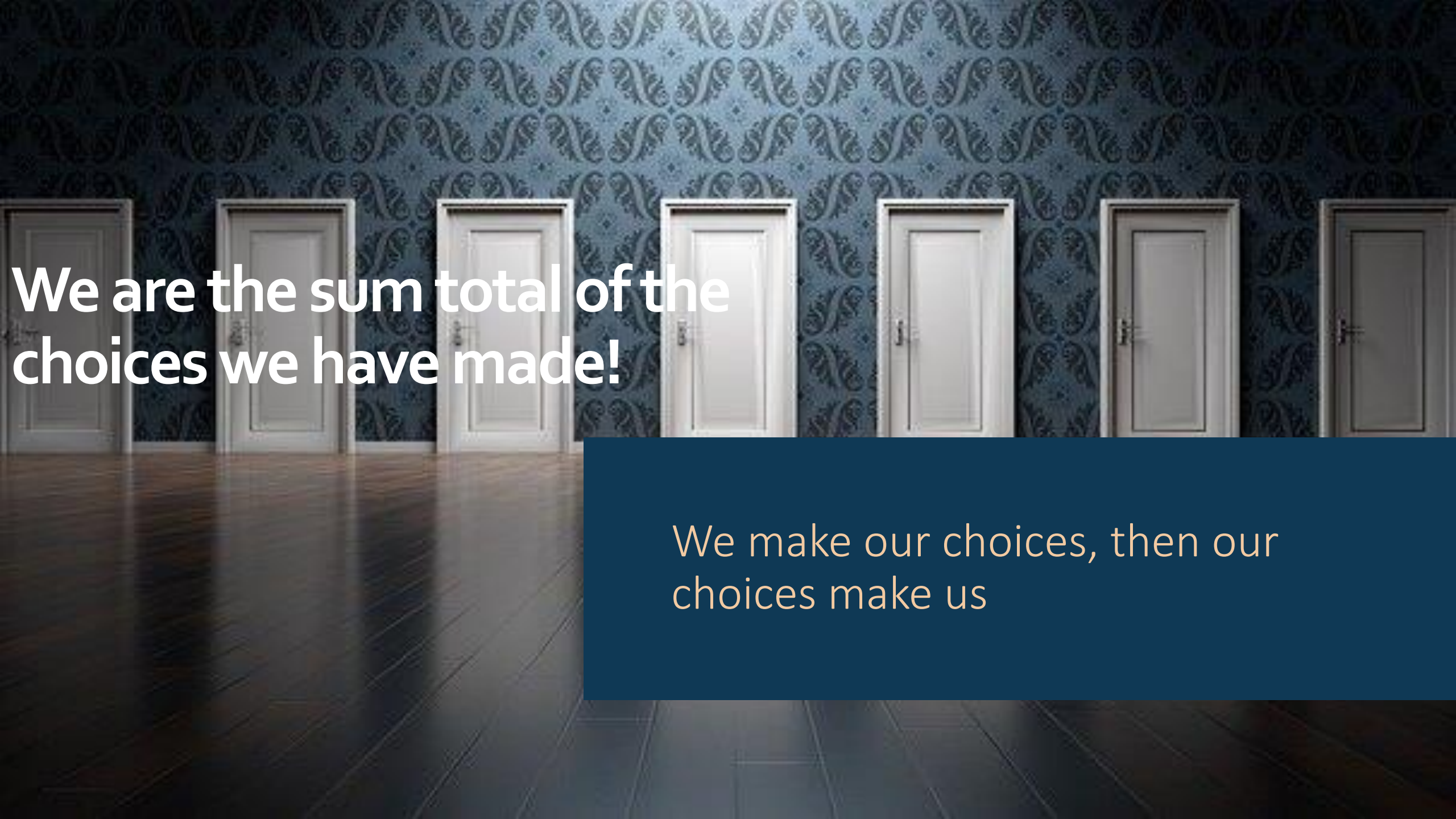
You surrender the power to change

# Every time you point a finger

THREE TIMES AS MANY FINGERS  
POINT YOUR WAY!



Where is Dr Ro? Clearly, this is all his fault!



**We are the sum total of the  
choices we have made!**

We make our choices, then our  
choices make us





Life is like a supermarket

1. GOAL IDENTIFICATION

2. BENEFITS OF ACHIEVING THIS GOAL

3. OBSTACLES I NEED TO OVERCOME TO ACHIEVE THIS GOAL

4. SKILLS OR KNOWLEDGE NEEDED TO ACHIEVE THIS GOAL

5. WHO CAN HELP ME?

6. ACTION PLAN

7. REWARDS/PUNISHMENTS

8. ACHIEVEMENT DEADLINE

..... / ..... / .....

The undersigned – The witness

(Signatures)

CONTRACT





# ANGELOS RODAFINOS, PHD

[HOME](#)

[BOOKS](#)

[SEMINARS](#)

[CONSULTING](#)

[FREE STUFF](#)

[ABOUT DR RO](#)

[CONTACT](#)

## Behaviour Change Contract

Contemplating making a change in your life?

Use this simplified seven step method (adapted from Ziglar, 1987). Select your goal. Do not just think about it - write it down using the free online web form below. Tailor it to your needs, choose your rewards/punishments, decide on your plan, set a deadline and submit the form.

You and your nominated 'witness' will receive a copy in your email.

Enjoy the process and your new self!

\* Excerpt from the book 'Prince to Frog ... and vice versa. Applied psychological techniques to change yourself - or others.'

# Behaviour Change Contract

Use this form to record your plan and agreed actions. The contract will be emailed to each email address contained in it. Once sent the data will be cleared. If you achieve your goal the Genie will grant you three bonus wishes!

\* The text is excerpted from the book 'Frog to Prince and vice versa.' For guide information visit [www.rodafinos@weebly.com](http://www.rodafinos@weebly.com)

\*Required

Hello gorgeous! Ready to improve yourself? Here w



Name (or nick name)

Your answer

email \*

Enter a valid email to receive a copy of your contract.

Your answer

Date

Date

dd/mm/yyyy

NEXT

Never submit passwords through Google Forms.

Google Forms

This form was created inside Monash Uni

Section 2 of 3

## Goal and agreed actions

Complete each of the fields below.

### 1. Goal \*

Identify your goal (one goal at a time). What do I want to change? What do I wish to have, do, become. Be specific.

Short-answer text

### 2. Why do it \*

What will I gain? List the benefits of achieving the goal, and the costs (emotional, health, financial). How will this help me have, do or become what I want?

Long-answer text

# AREAS FOR CHANGE

# What can we change?

the  
conditions

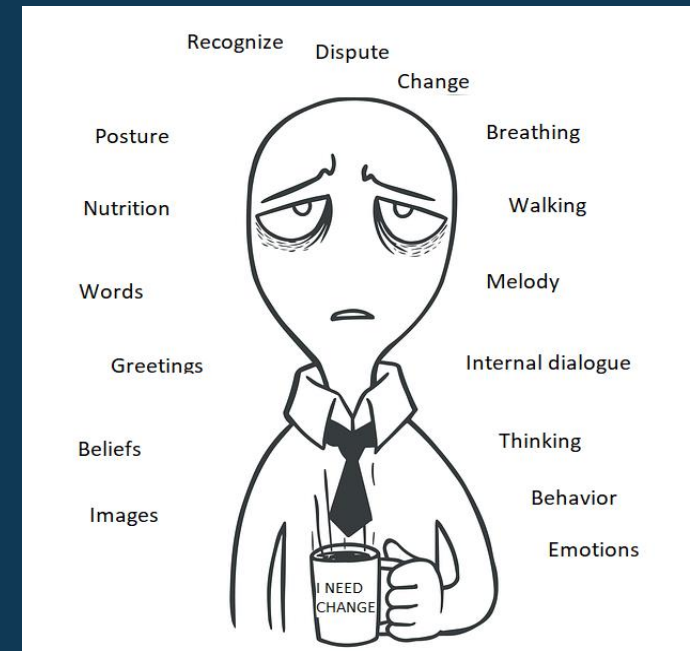
the others

the way  
we think



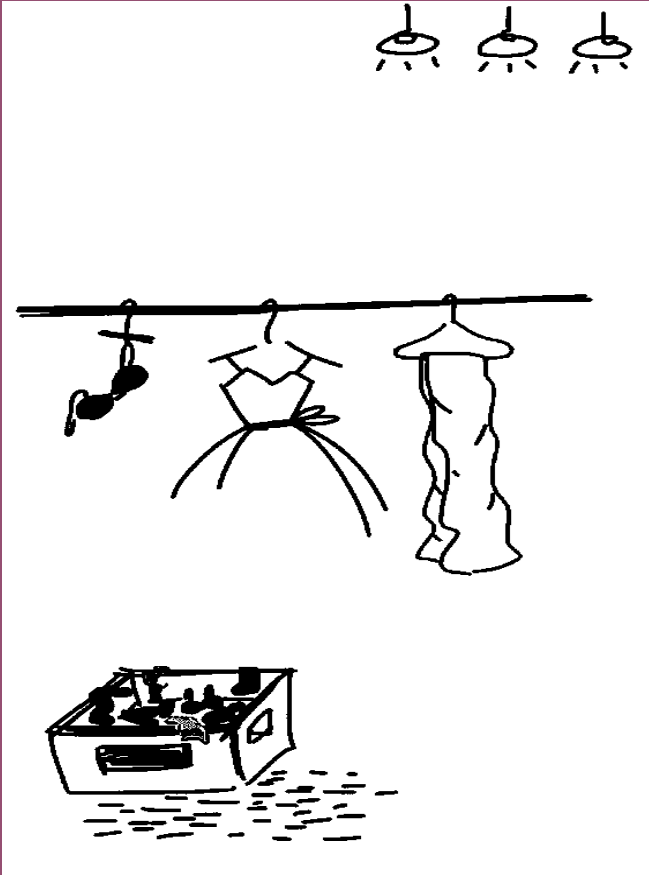
# CHANGE WHAT?

THOUGHTS, EMOTIONS, BEHAVIOUR



'A few minor tweaks and you will be fine,' they said.

# Goals



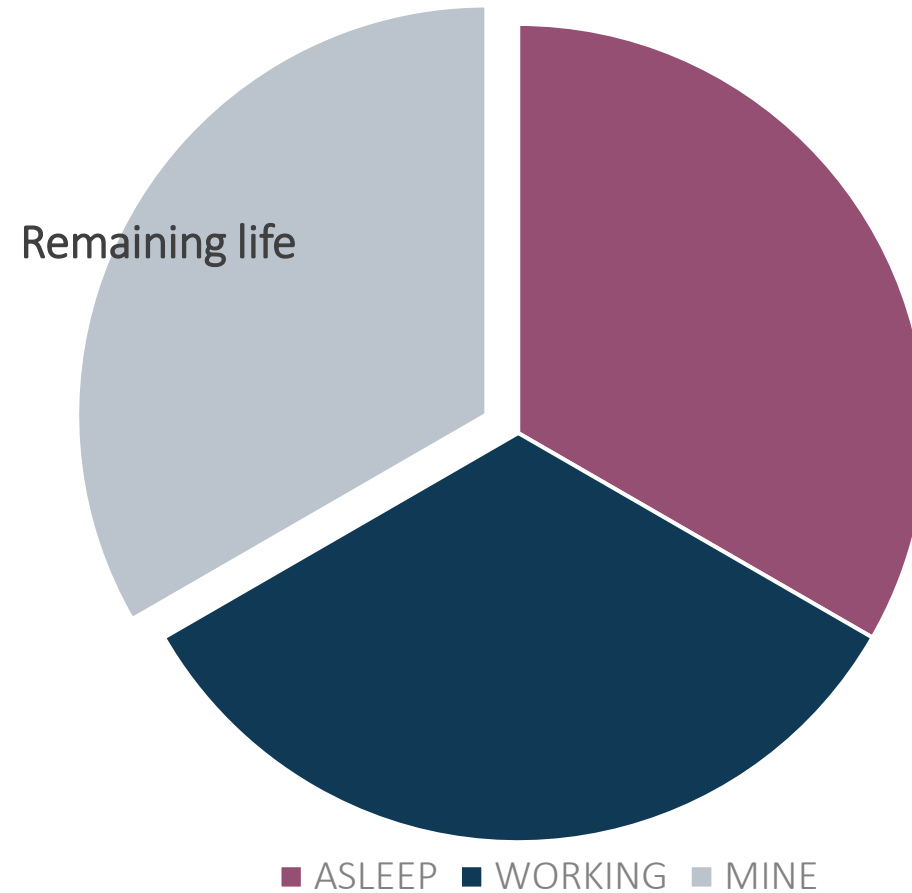
I wish to have skinny clothes, be able to fit in them and go out with interesting people.

# The 3X-Formula

© Dr Ro

$80-50 = 30 \text{ yrs.} / 3 = 10 \text{ yrs.}$

$80-35 = 45 / 3 = 15$





**What will you**

**... do?**

**... no longer do?**

# Priorities

FAMILY

HONESTY/  
INTEGRITY

SIMPLICITY

HUMOR

PROSPERITY/  
WEALTH

1

Health

2

Family

3

Work

4

Fun

5

Environment

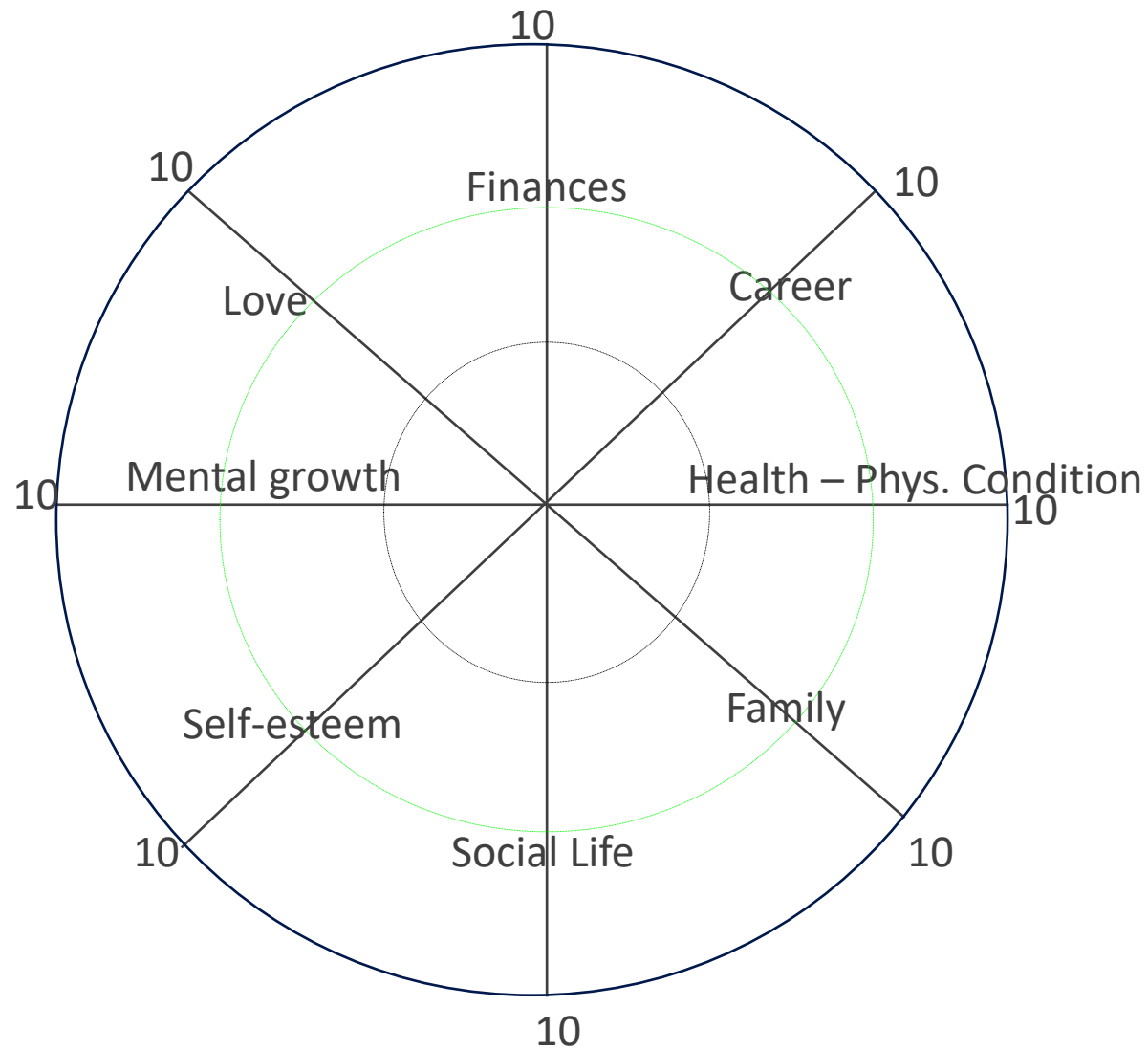
# How are you doing with your No1?

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Ensure your daily activity  
corresponds to your priorities!

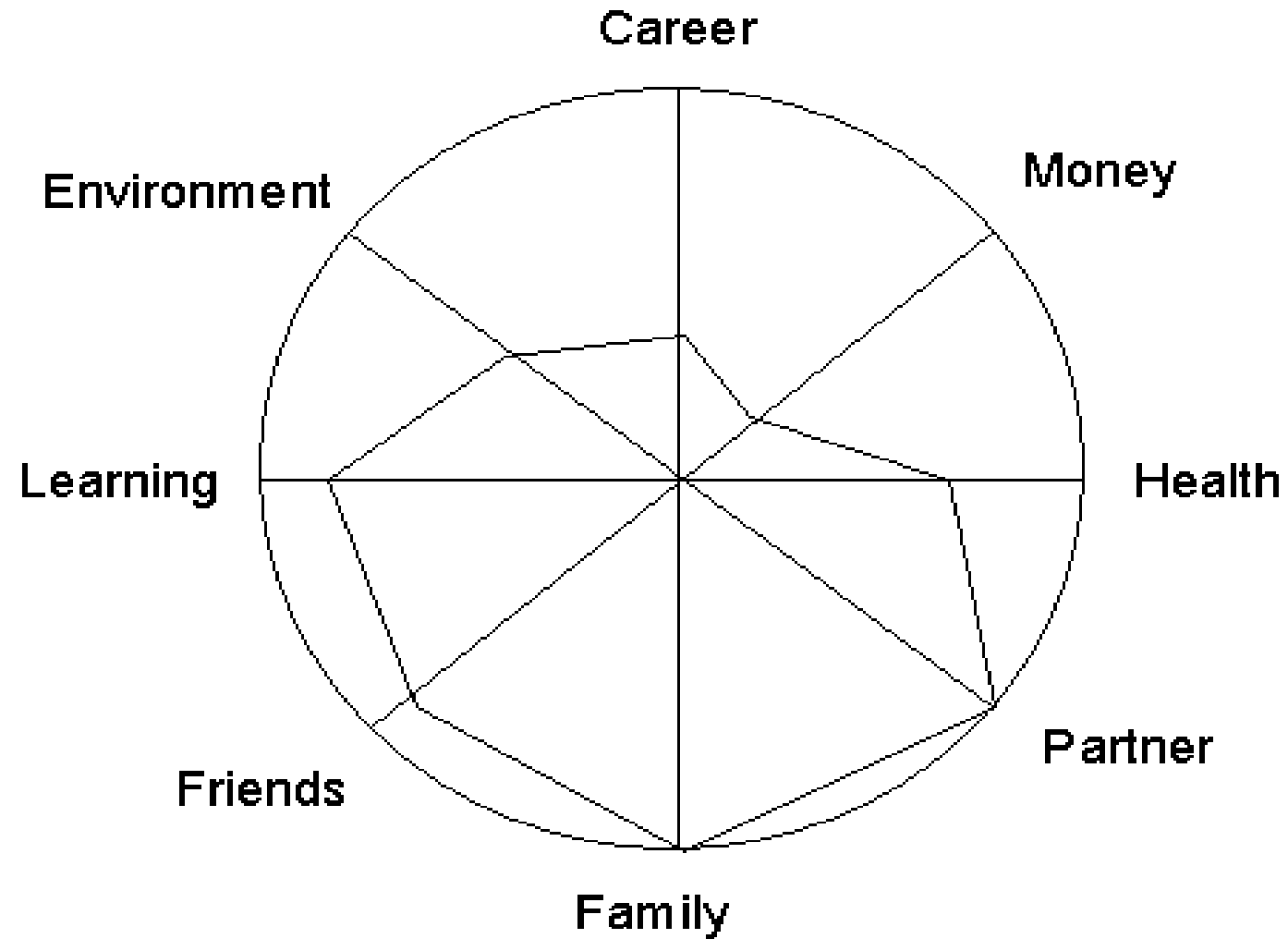






# My Wheel of Life

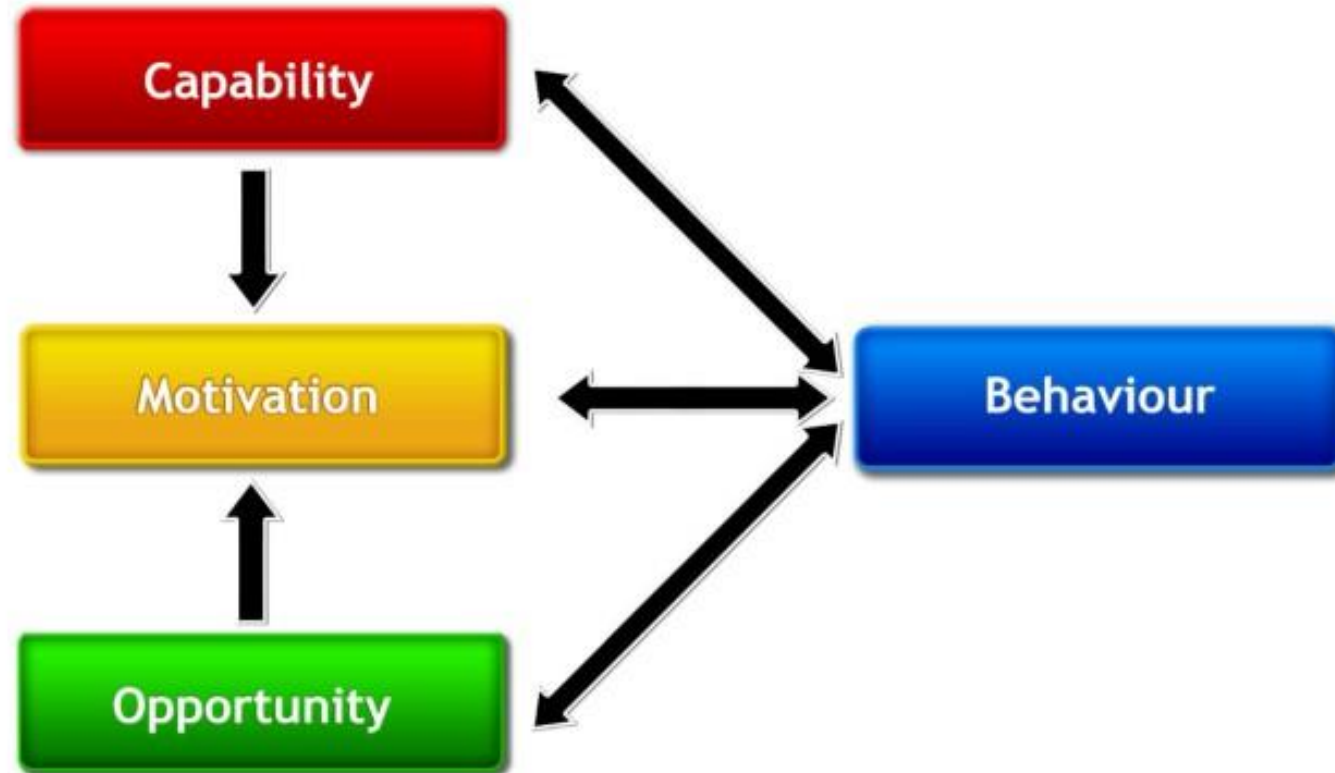
For instance...



# Ecological models

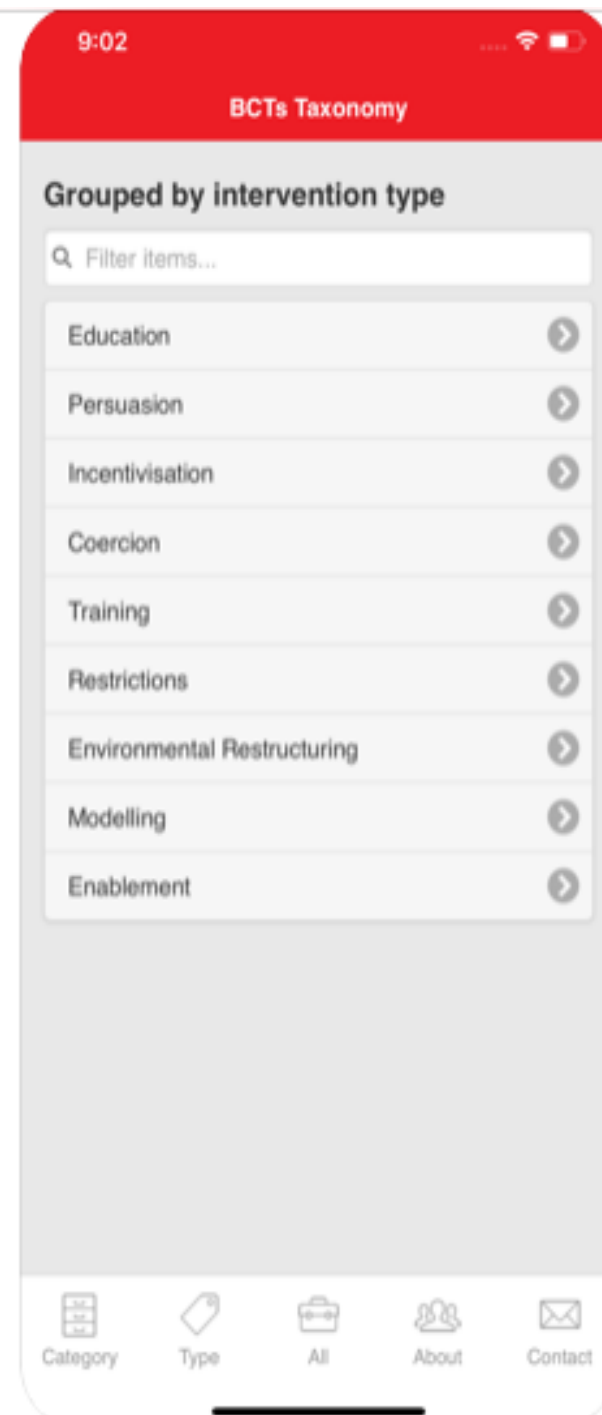
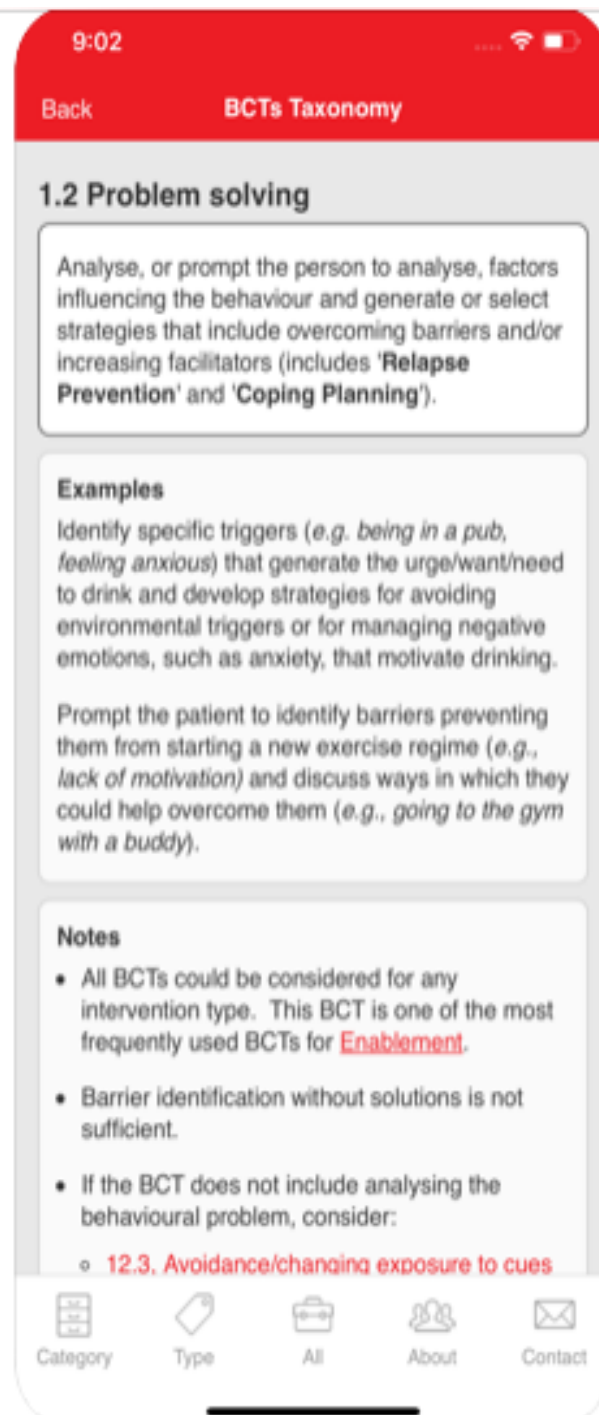
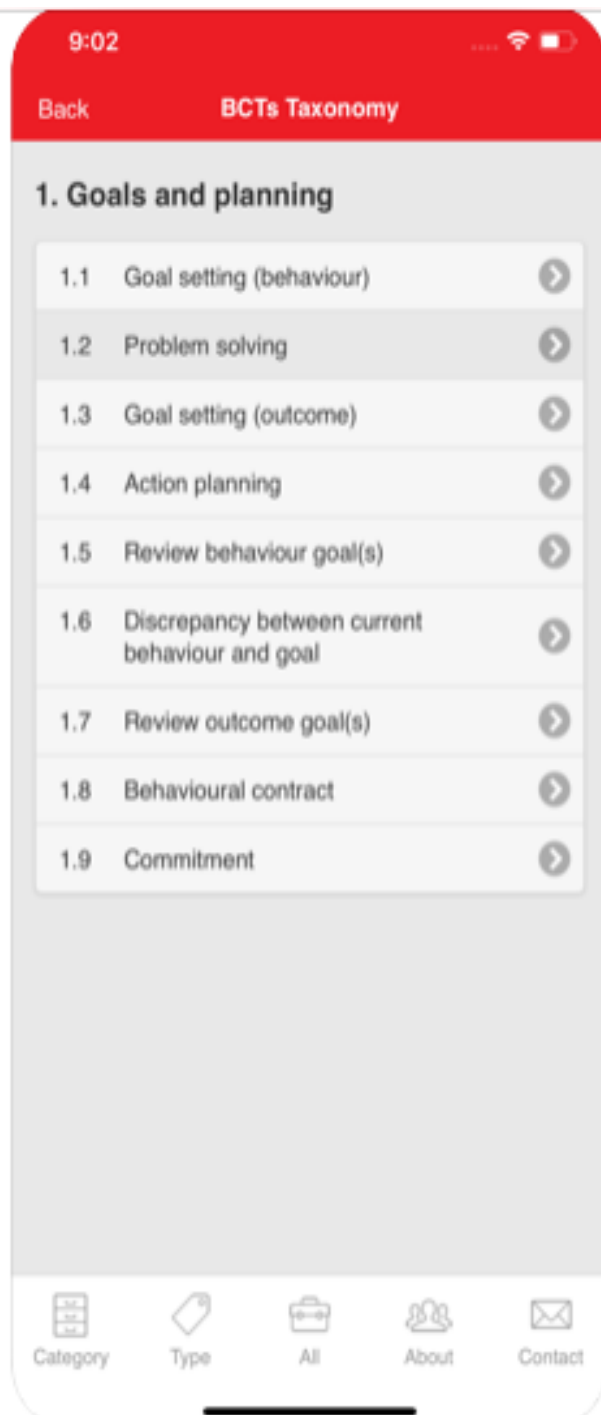
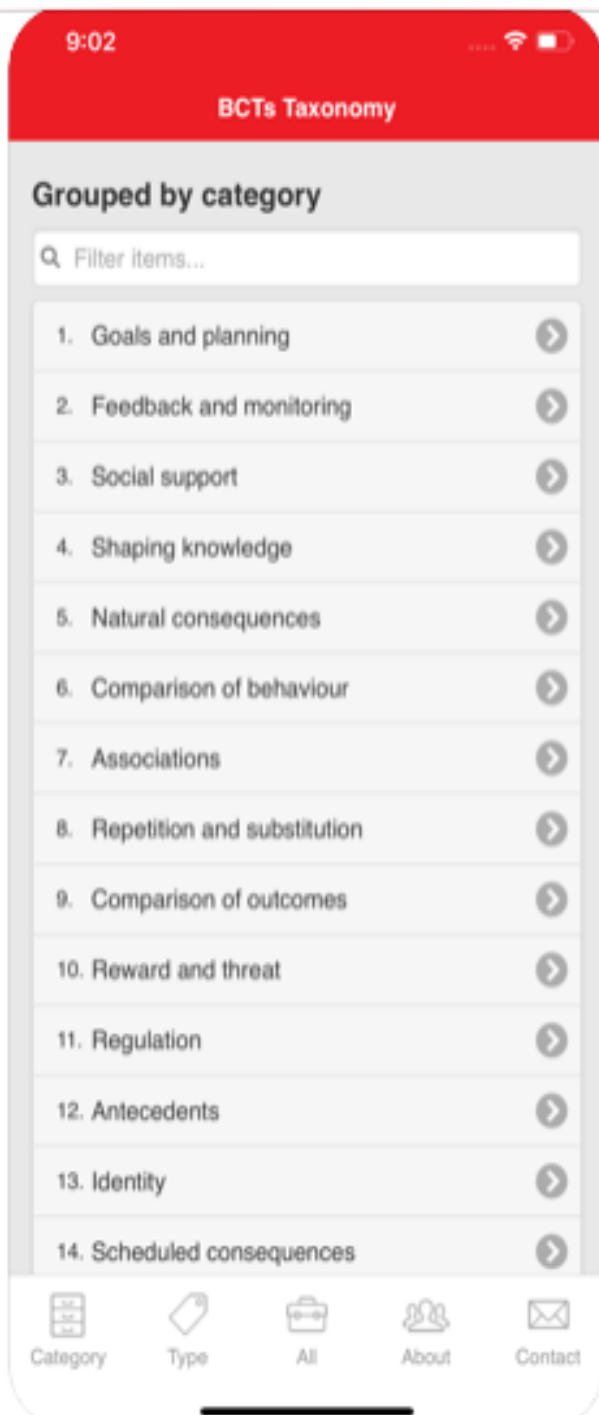


# The COM-B system



## BCT Taxonomy (v1): 93 hierarchically-clustered techniques

Page	Grouping and BCTs	Page	Grouping and BCTs	Page	Grouping and BCTs
<b>1</b>	<b>1. Goals and planning</b>	<b>8</b>	<b>6. Comparison of behaviour</b>	<b>16</b>	<b>12. Antecedents</b>
	<ul style="list-style-type: none"> <li>1.1. Goal setting (behavior)</li> <li>1.2. Problem solving</li> <li>1.3. Goal setting (outcome)</li> <li>1.4. Action planning</li> <li>1.5. Review behavior goal(s)</li> <li>1.6. Discrepancy between current behavior and goal</li> <li>1.7. Review outcome goal(s)</li> <li>1.8. Behavioral contract</li> <li>1.9. Commitment</li> </ul>		<ul style="list-style-type: none"> <li>6.1. Demonstration of the behavior</li> <li>6.2. Social comparison</li> <li>6.3. Information about others' approval</li> </ul>		<ul style="list-style-type: none"> <li>12.1. Restructuring the physical environment</li> <li>12.2. Restructuring the social environment</li> <li>12.3. Avoidance/reducing exposure to cues for the behavior</li> <li>12.4. Distraction</li> <li>12.5. Adding objects to the environment</li> <li>12.6. Body changes</li> </ul>
<b>3</b>	<b>2. Feedback and monitoring</b>	<b>9</b>	<b>7. Associations</b>	<b>17</b>	<b>13. Identity</b>
	<ul style="list-style-type: none"> <li>2.1. Monitoring of behavior by others without feedback</li> <li>2.2. Feedback on behaviour</li> <li>2.3. Self-monitoring of behaviour</li> <li>2.4. Self-monitoring of outcome(s) of behaviour</li> <li>2.5. Monitoring of outcome(s) of behavior without feedback</li> <li>2.6. Biofeedback</li> <li>2.7. Feedback on outcome(s) of behavior</li> </ul>		<ul style="list-style-type: none"> <li>7.1. Prompts/cues</li> <li>7.2. Cue signalling reward</li> <li>7.3. Reduce prompts/cues</li> <li>7.4. Remove access to the reward</li> <li>7.5. Remove aversive stimulus</li> <li>7.6. Satiation</li> <li>7.7. Exposure</li> <li>7.8. Associative learning</li> </ul>		<ul style="list-style-type: none"> <li>13.1. Identification of self as role model</li> <li>13.2. Framing/reframing</li> <li>13.3. Incompatible beliefs</li> <li>13.4. Valued self-identify</li> <li>13.5. Identity associated with changed behavior</li> </ul>
<b>5</b>	<b>3. Social support</b>	<b>10</b>	<b>8. Repetition and substitution</b>	<b>18</b>	<b>14. Scheduled consequences</b>
			<ul style="list-style-type: none"> <li>8.1. Behavioral practice/rehearsal</li> <li>8.2. Behavior substitution</li> <li>8.3. Habit formation</li> <li>8.4. Habit reversal</li> <li>8.5. Overcorrection</li> <li>8.6. Generalisation of target behavior</li> <li>8.7. Graded tasks</li> </ul>		<ul style="list-style-type: none"> <li>14.1. Behavior cost</li> <li>14.2. Punishment</li> <li>14.3. Remove reward</li> <li>14.4. Reward approximation</li> <li>14.5. Rewarding completion</li> <li>14.6. Situation-specific reward</li> <li>14.7. Reward incompatible behavior</li> </ul>





1 mittelgroßer Krautkopf wird aufgehoben und mit etwas Fett und Salz gedämpft. Dann fügt man 3 Eßlöffel Semmelbrösel daran und rührt die Masse vom Feuer. Wenn die Masse ausgekühlt ist, gibt man ungefähr die halbe Menge Mehl auf ein Brett und wirkt einen strengen Nudelteig daraus. Man wickelt sie zu einer langen Wurst und schneidet von dieser die Nudeln, die in Salzwasser gekocht und mit gerösteten Semmelbröseln übergossen werden.

### Krautwickel mit Fisch

Von 1 großen Krautkopf werden die Blätter abgenommen und vorsichtig in Salzwasser abgewellt; dann legt man sie auf ein Brett zum Auskühlen. Inzwischen treibt man  $\frac{1}{2}$  kg Fisch durch den Fleischwolf und fügt etwas gewaschenen Speck, 2 milchgeweichte und ausgedrückte Semmeln, gehackte Zwiebel, ein wenig Salz, Pfeffer, Majoran und Mehl hinzu, so daß die Masse einen Teig bekommt. Dann füllt man sie in die Krautblätter ein, bindet diese mit Fäden zu und läßt sie nebeneinander liegend in einer Bratpfanne durchbacken. Man gibt eine Senf- oder eine Tomatensoße dazu.

Whatever problem you  
may have

...someone else had it  
already!

What did they do?

Kraut und Raus,  
Dierall und Baus  
sind a gnats G'pans  
im Bett, in der Pfann.

**ABILITY**



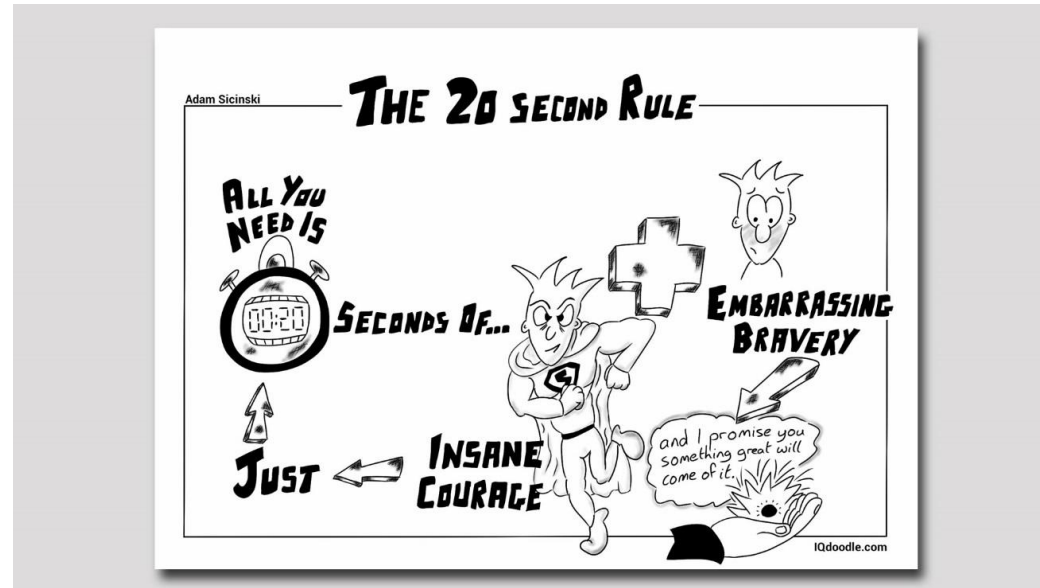


**Make the right things easy, and the wrong hard to do.**

– K. Sierra

# MINIMIZE BARRIERS

-S.Achor



Sleep in your gym clothes



**Swap**

---





**Tiny habits** (BJ Fogg)

**When ... then ...**

# When I go to the loo...

I DO 5 PUSH UPS



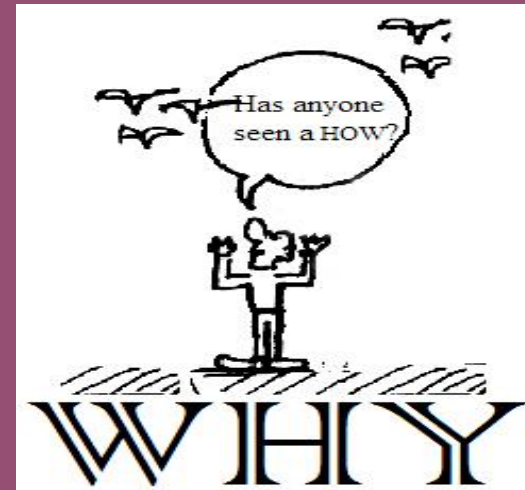


# MOTIVATION

# THE 81-19 RULE

Motivation: pull

Find a strong enough **WHY**



# WII-FM

---

(What's In It For Me)



*Willpower Is Limited*

Relying on self-control only is a  
sucker's bet. - Al Switzer

# Discipline is choosing between...

what you want now &  
what you want most

- A. Lincoln



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**Motivation: PUSH**

# THAT'S WHY WE INVENTED MOTHERS



© Stefanie Grewel/Corbis

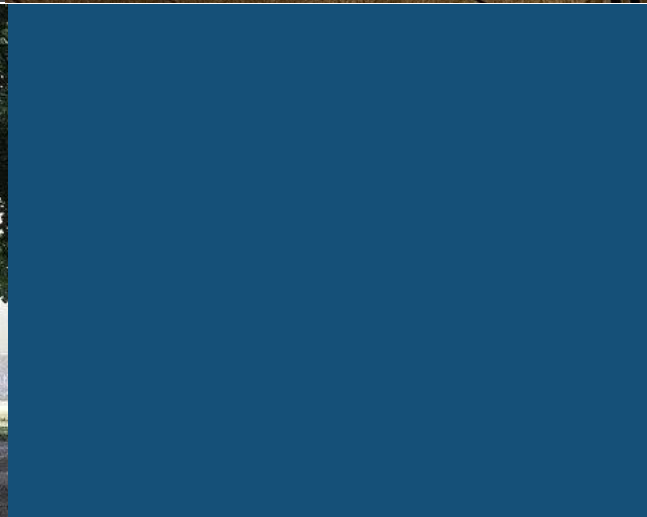
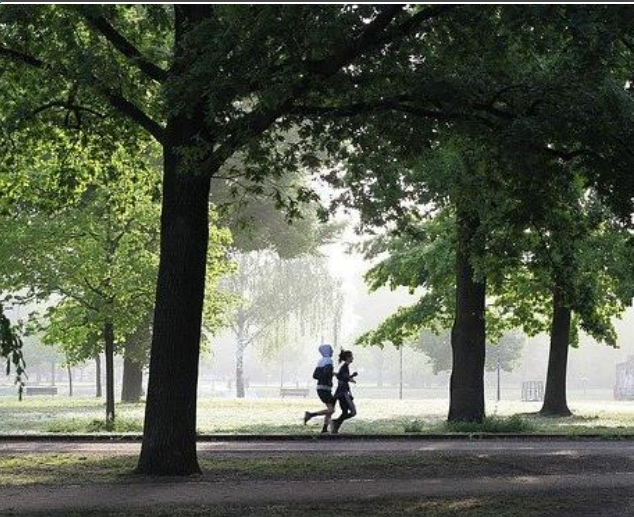
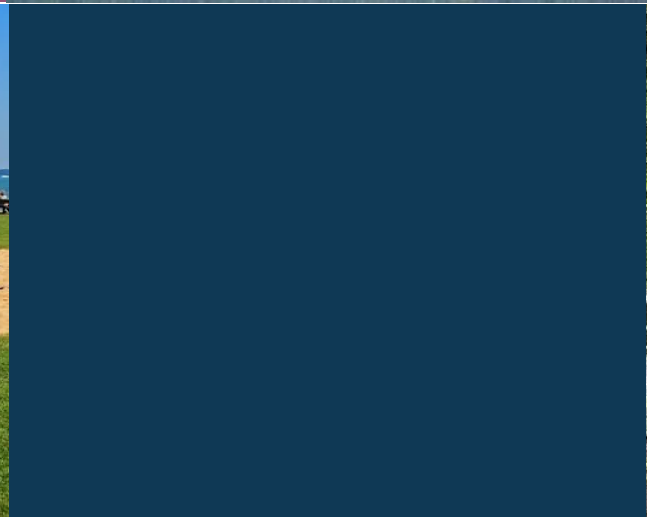


# CHOICE ARCHITECTURE





# Facilitating conditions





# SELF-BINDING TRICKS



# Ulysses' contract

Delete aps, bookmarks

Remove the batteries

Put on ugly underwear



Herbert James Draper, Wikicommons



Wears ugly underwear





**GET MARRIED**

THAT WILL TEACH YOU!

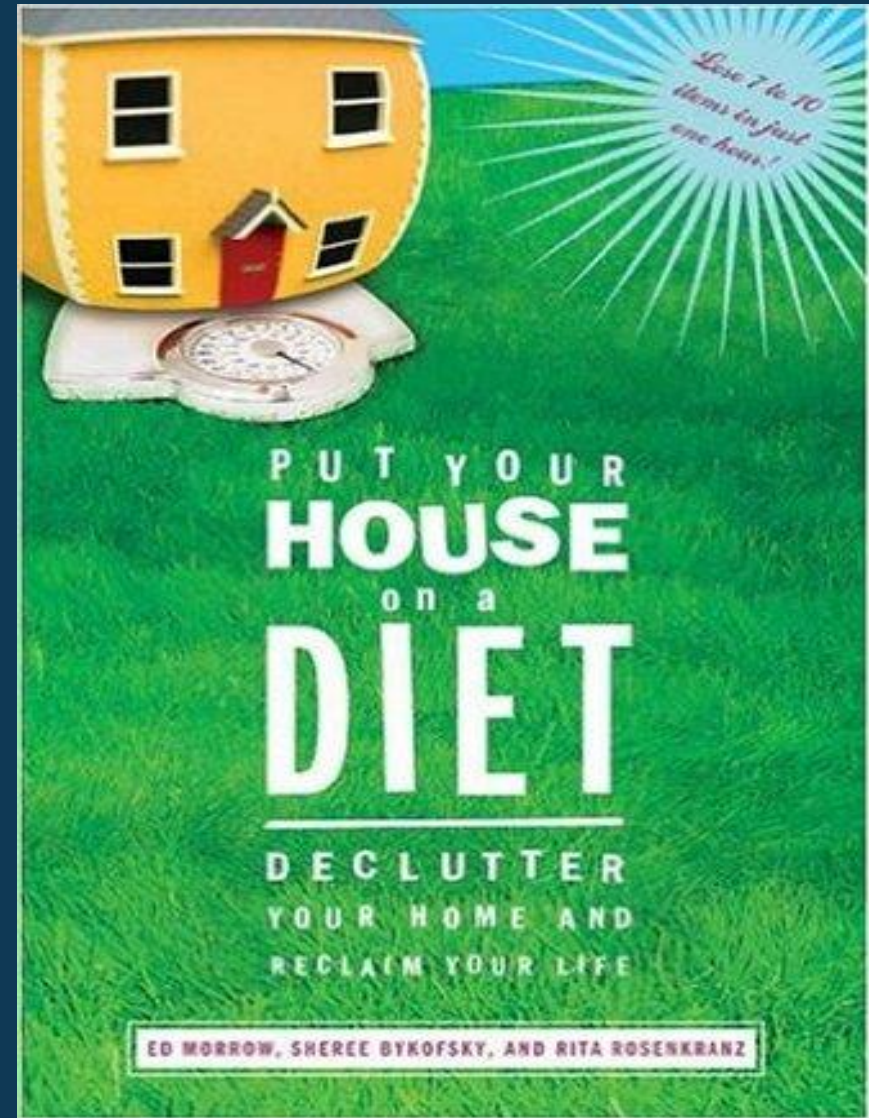




# Clocky - Runaway Alarm Clock



# Weight management







# *Nudge*

Improving Decisions about  
Health, Wealth, and Happiness

Richard H. Thaler and Cass R. Sunstein

...with a new afterword

"One of the few books I've read recently that fundamentally changes the way  
I think about the world." —Steven Levitt, coauthor of *Freakonomics*

**AIM ... FIRE!**



35%!



# Litter





# Gums/Butts



Oh my !



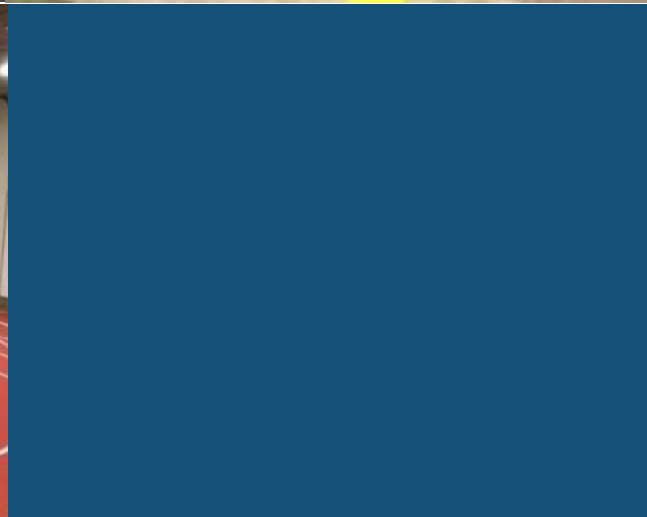
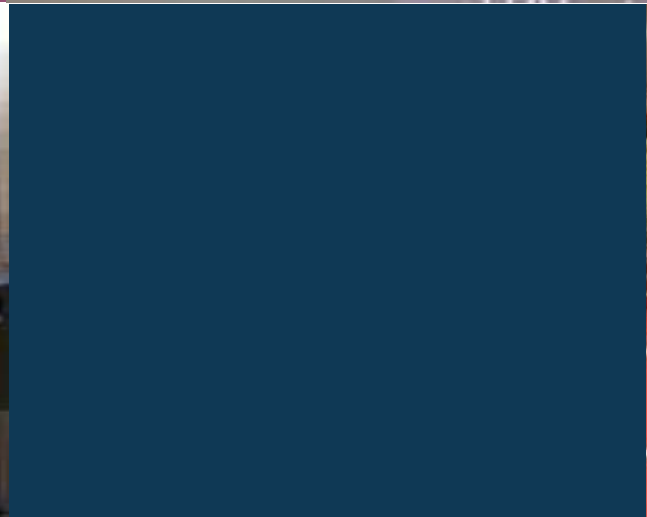
CROWD CONTROL | FEET FIRST

#CROWDCONTROL |

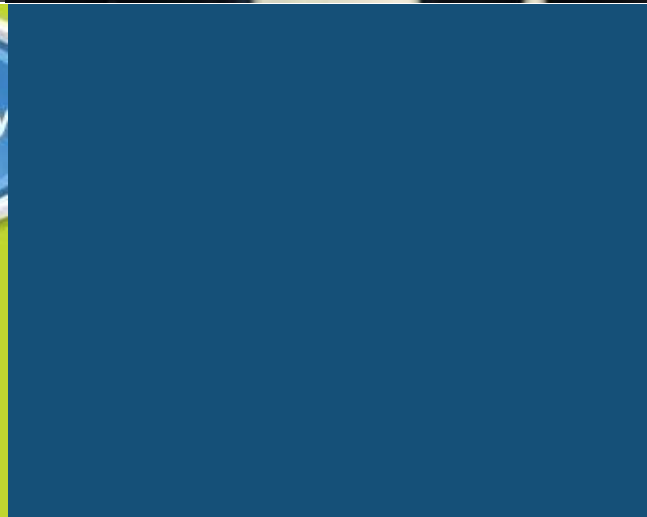
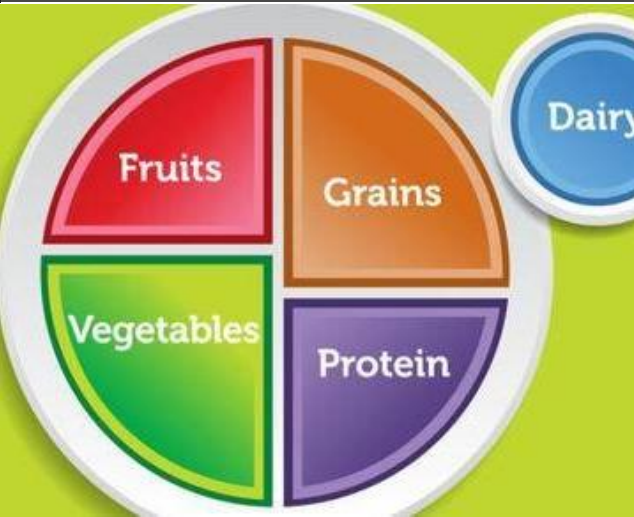
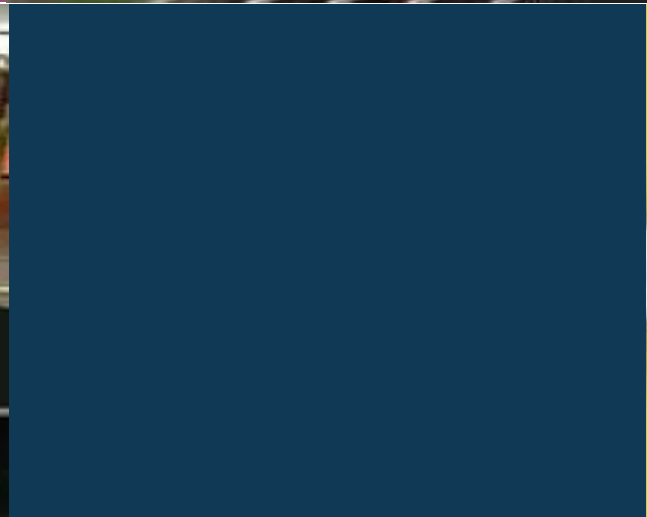




# Stairs



# Food





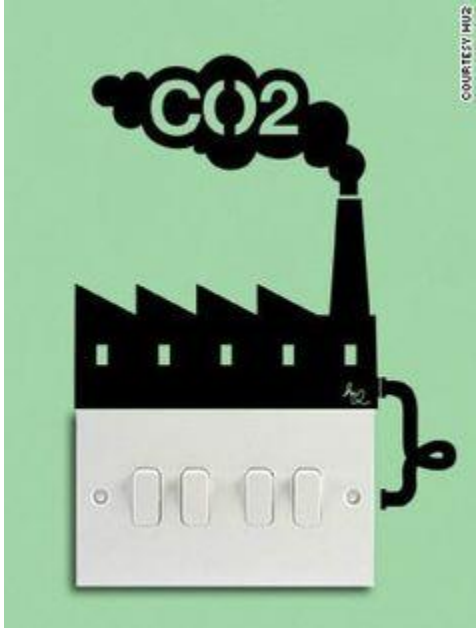




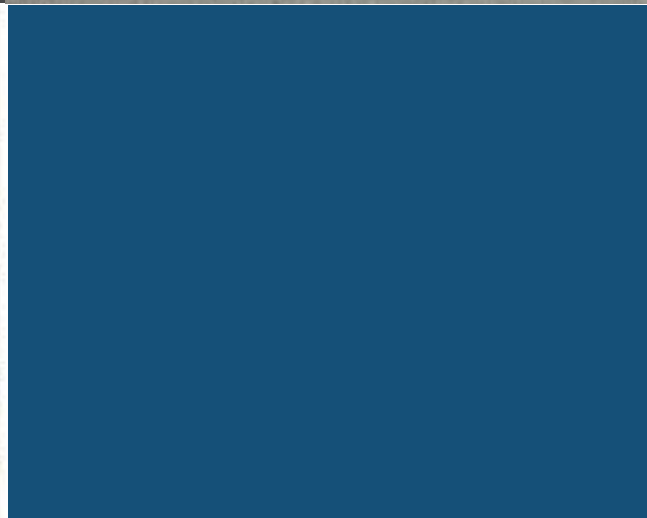
**PICK ME  
I'M SINGLE**



# Energy conservation

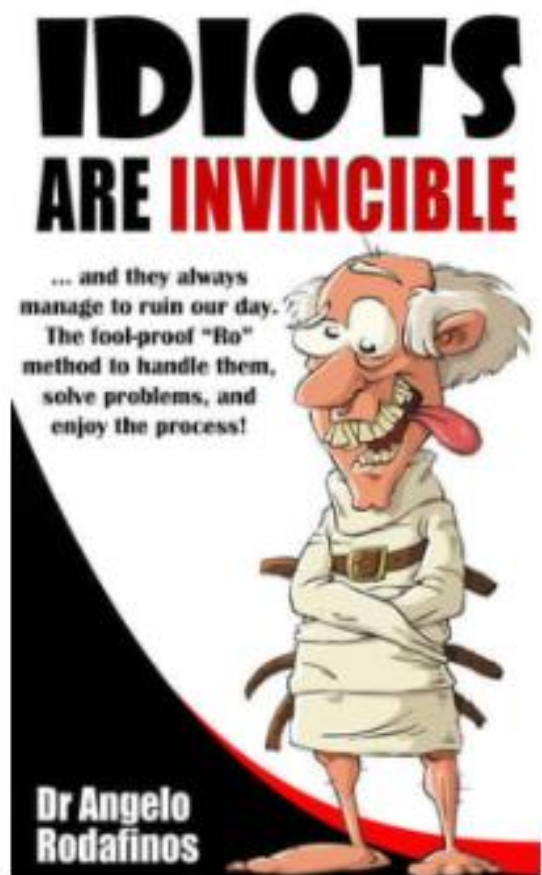


# Safety





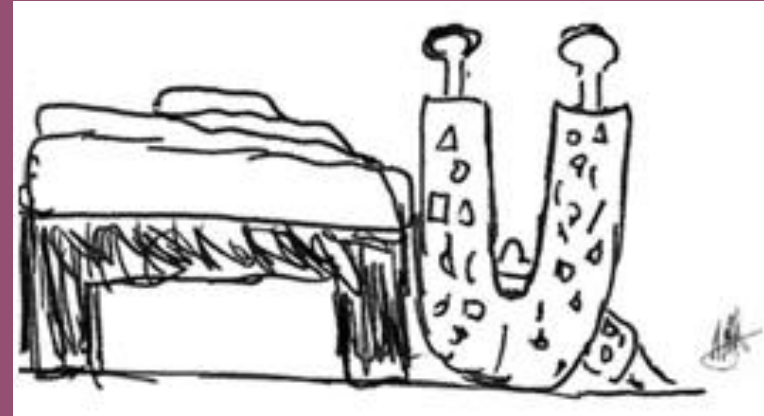
A manual for those who want to change something in their lives or in the lives of people around them.



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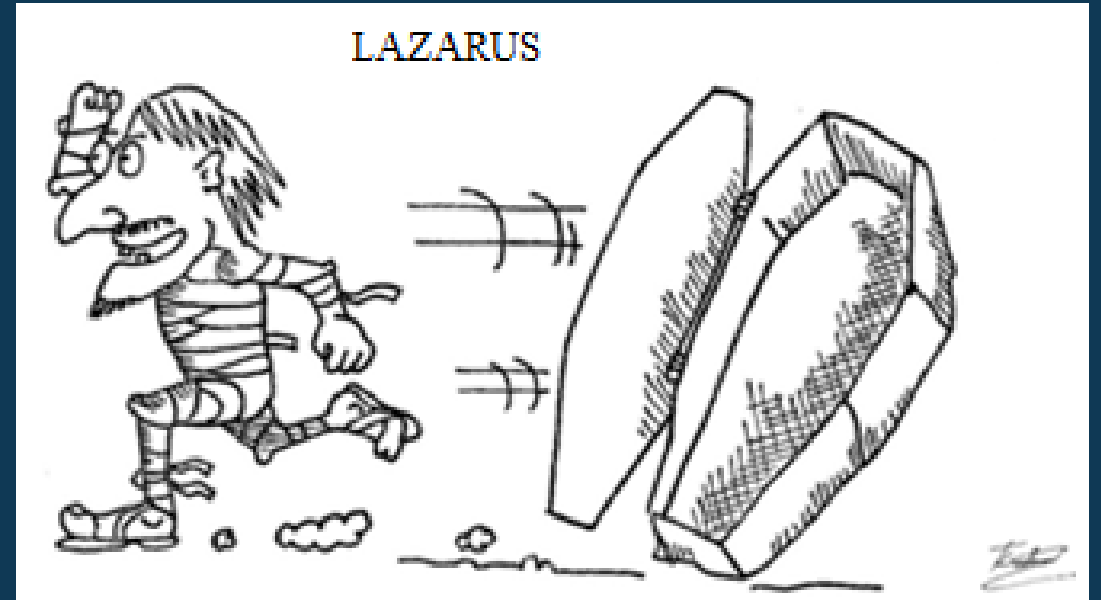


# Change the way you get up (Ziglar)



# No one is irreplaceable...

THAT'S WHY CEMETERIES ARE FULL!



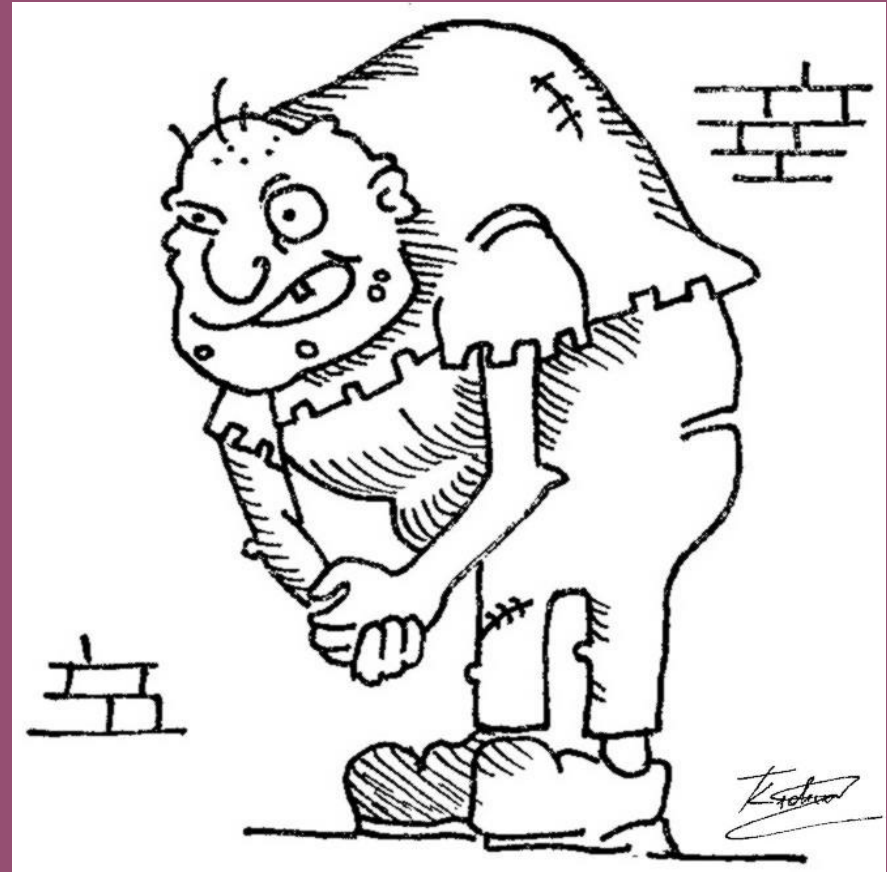
It's a great day to be alive!

**Don't judge the day by  
the weather**



Welcome to London they said ...

# Dress your best



Although I may not be the best looking in the group, I always try to look my best in every group! –D. Waitley



# ANGELOS RODAFINOS, PHD

— HOME

BOOKS

SEMINARS

CONSULTING

FREE STUFF

ABOUT DR RO

CONTACT —

## The SentimenTable©

**Change the way you greet others: Here are 160 ways to respond to "Hi! How are you?"**

I admit it. I have a soft spot for salutations. And I am tired of routine replies: 'Good, thank you' or 'Not too bad, yourself?'

Here is an idea! Use the 'SENTIMENTABLE,' a collection of random but creative responses to the No 1 question we have to answer (a zillion times) each day:

- Hi, how are you?

Next time someone asks you, pick a word from the table (view next page) to reply:

- Terrific, incredible, groovy, buzzing, dazzled!

The drill can instantly shift your current mood (to positive), connect with co-workers, peers and family ... AND generate a few giggles! It is also a taster that will motivate you to read more on managing your and others' emotions (read more here).



**NEXT (INSTRUCTIONS)**

## The SentimenTable©

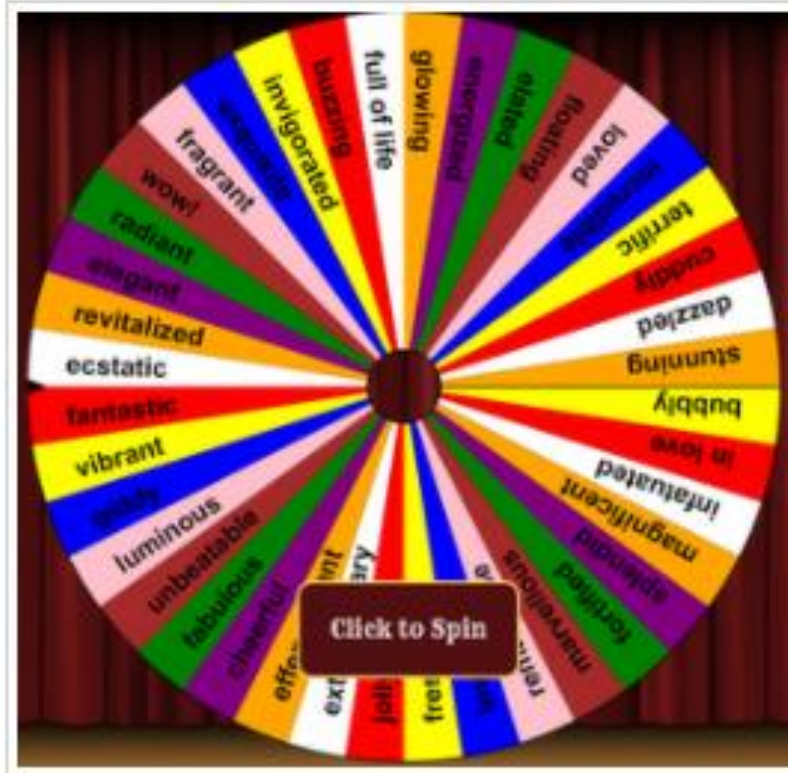
	A	B	C	D
1	ace	effervescent	gifted	<u>mmmm</u>
2	admirable	elated	glamorous	no 1
3	adorable	electrifying	glittering	outstanding
4	attractive	elegant	glorified	overjoyed
5	awesome	elevated	glorious	passionate
6	beaming	empowered	glowing	peaceful
7	blessed	energized	grand	precious
8	bombshell	enlivened	groovy	priceless
9	brave	enormous	handsome	prominent
10	breezy	enthusiastic	happy	purposeful
11	bright	euphoric	heavenly	radiant
12	brilliant	exceptional	heroic	refreshed
13	bubbly	excited	high	relaxed
14	buzzing	exhilarated	immaculate	remarkable
15	calm	exotic	in control	replenished
16	carefree	explosive	in high spirits	revitalized
17	champion	exquisite	in love	royal
18	charismatic	extraordinary	incomparable	seductive
19	charming	extra-special	incredible	sensational
21	cheerful	exuberant	infatuated	sexy
20	cherished	fabulous	intrigued	smashing
22	chic	fantastic	invigorated	spectacular
23	collected	fascinated	invincible	spicy
24	cool	festive	irresistible	splendid
25	confident	first-class	jolly	stining
26	connected	flashing	jovial	stunning
27	courageous	floating	jubilant	superb
28	crisp	floral	juicy	superhuman
29	cuddly	flourishing	kissable	supreme
30	cute	flowing	knockout	temific
31	daring	focused	legend	top-quality
32	dazzled	fortified	lively	unbeatable
33	debonair	fortunate	loved	unique
34	decisive	fragrant	luminous	untouchable
35	delicious	fresh	magnetic	vibrant
36	delighted	free	magnificent	vigorous
37	deluxe	fulfilled	marvellous	wonderful
38	dependable	full of life	muscular	<u>wow!</u>
39	dynamic	genius	mesmeric	youthful
40	ecstatic	giddy	mighty	<u>v.i.p.</u>



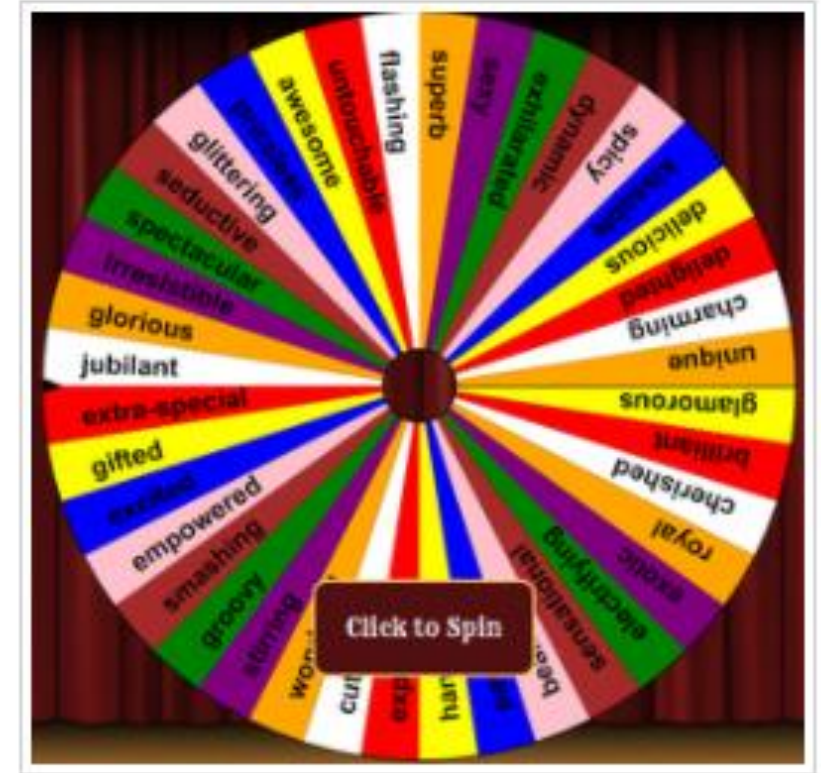
# Spin wheels

The online Spin Wheel 1 and Spin Wheel 2 below will produce similar greetings that you can use to reply when others ask you how you are or how you feel. Try them out! Then share them with your friends!

Spin Wheel 1



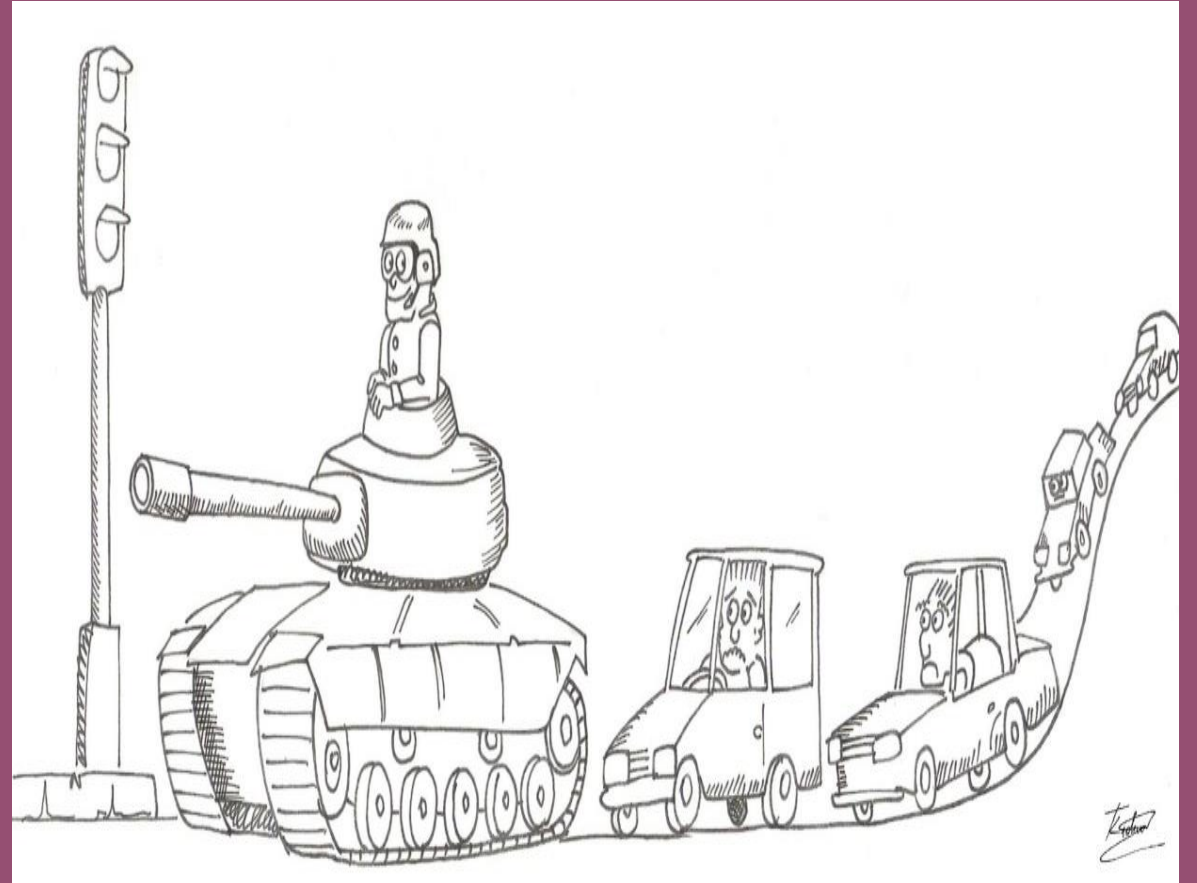
Spin Wheel 2



**BACK**

**NEXT (USER COMMENTS)**

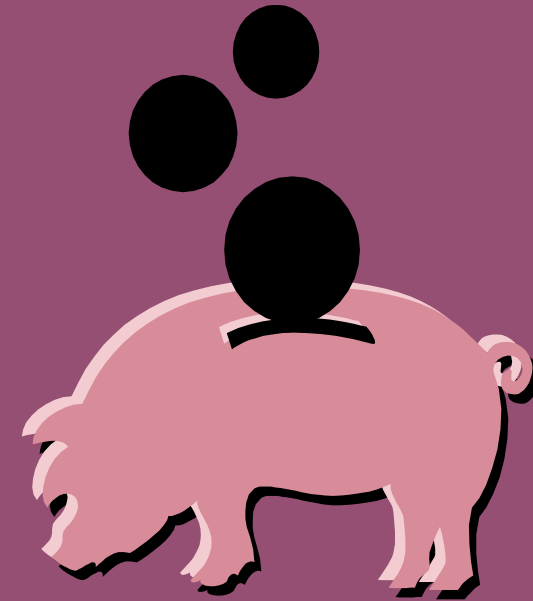
**The traffic doesn't  
care!**





# Rewards/Penalties

OFFICE DRILLS - COMPLAINTS

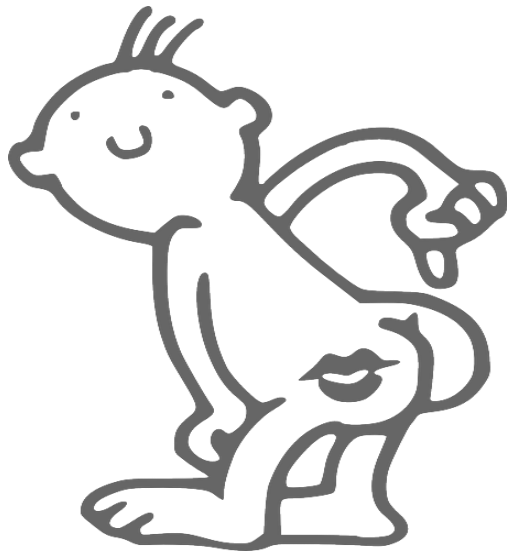


Porky the miserable

# ANGER MANAGEMENT



# Mike



*Mike's imagery training included telling his boss to kiss ... a part of his body.*

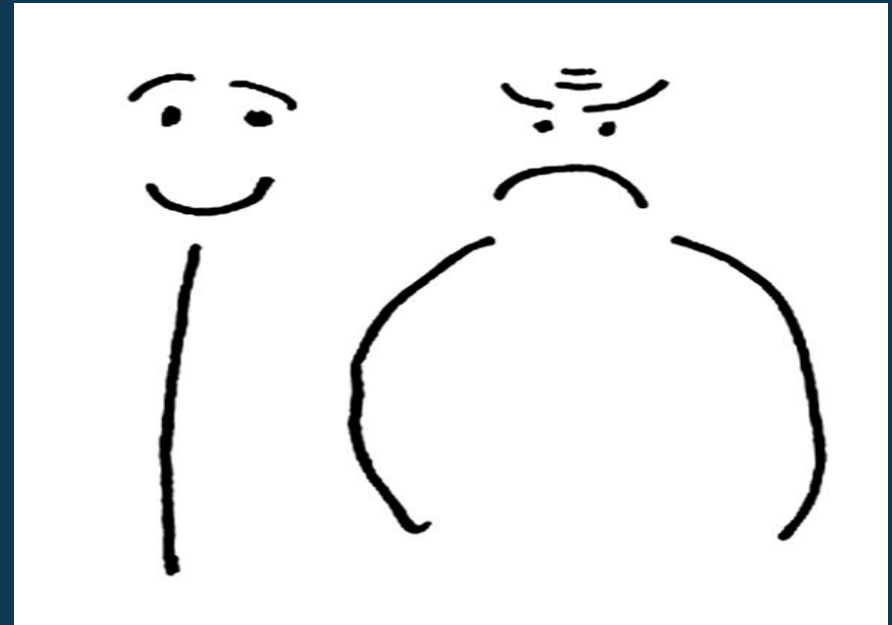
**(Be cautious)**



This illustration shows Dave—minutes before his boss fired him—applying the renowned cartoon technique that wise self-help gurus have recommended.

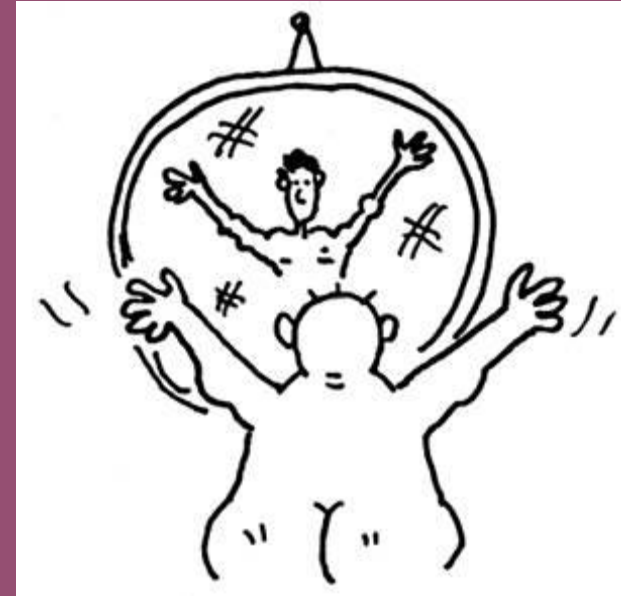


# Reminders



Nothing tastes as good as skinny feels!

# Ideal self

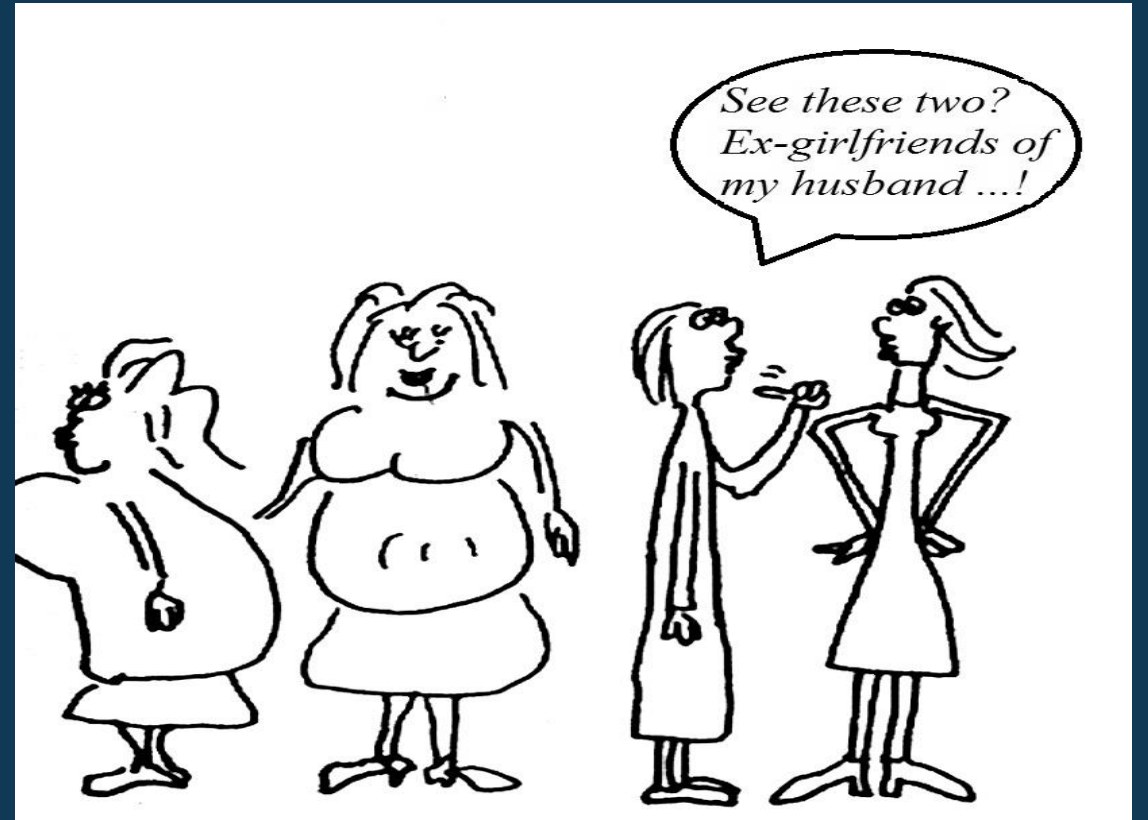


Hey gorgeous!

# Kitchen drills



# Dinner



Let your spouse go out with others. They will put on weight, and ... return to you!

# COMMON ERRORS



# Check



# Too many goals

SMOKING, EXERCISE, DIET,  
DRINKING, SLEEPING LATE ...



<http://www.redticketproductions.com/images/euroguide.jpg>

# Facilitating conditions



<http://www.nairaland.com/1482975/what-does-picture-tells-lagos>

# Lack of support

NO MORE CAKES

...look at those cakes!



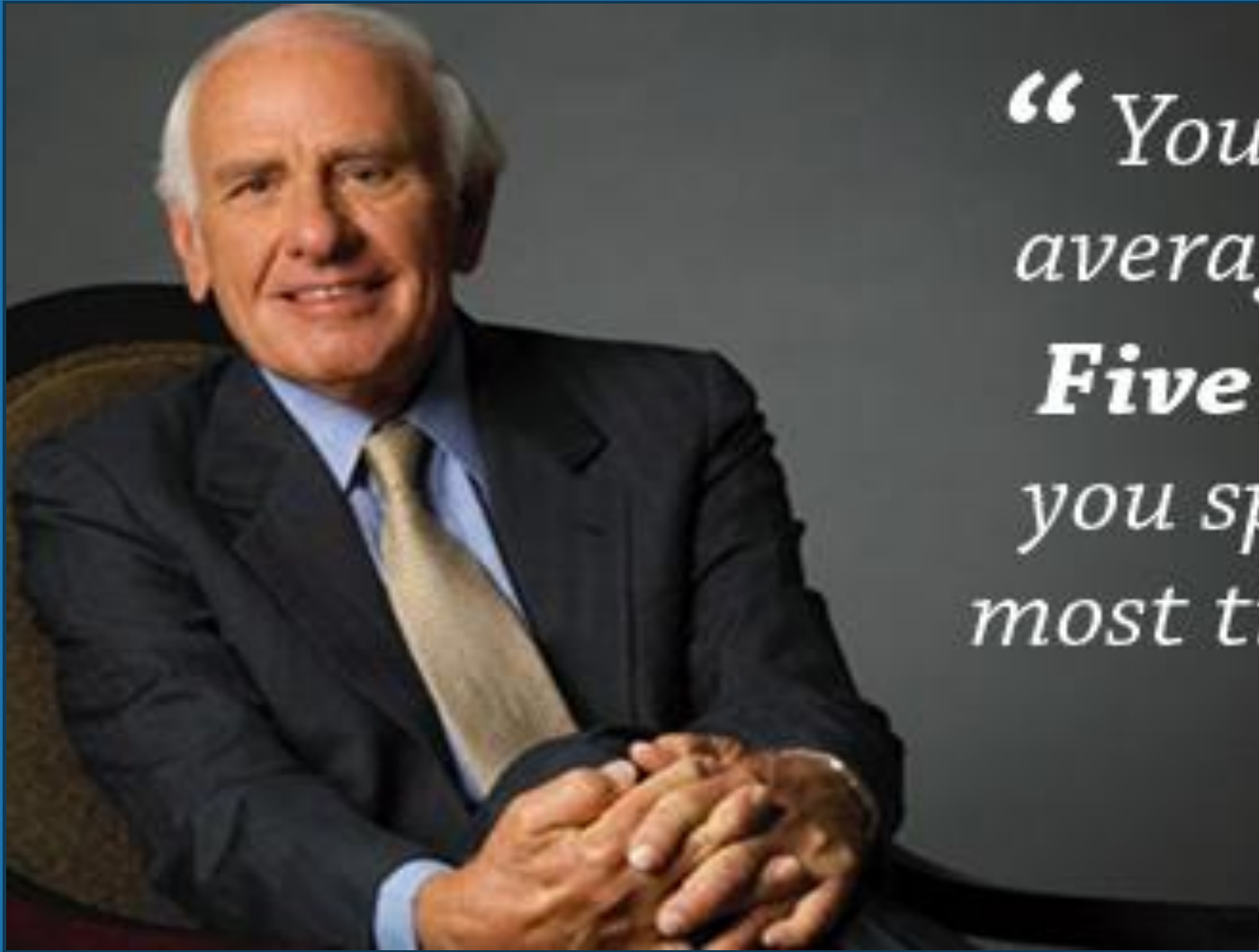
# Fly with the eagles



(Κ. Παπαρτυρίου)

You cannot soar like an eagle when you hang out with turkeys.





*“ You are the  
average of the  
**Five People**  
you spend the  
most time with.”*

*~ Jim Rohn*

# Reinforcement



Contrary to Dr Ro, my research shows that corporal punishment works miracles.

# Consistency over quality or intensity

FOCUS ON ACTIONS, NOT OUTCOMES.



What we do every day matters more  
than what we do once in a while.

# SUMMARY





If you keep doing what you've been doing, you're going to keep getting what you've been getting.



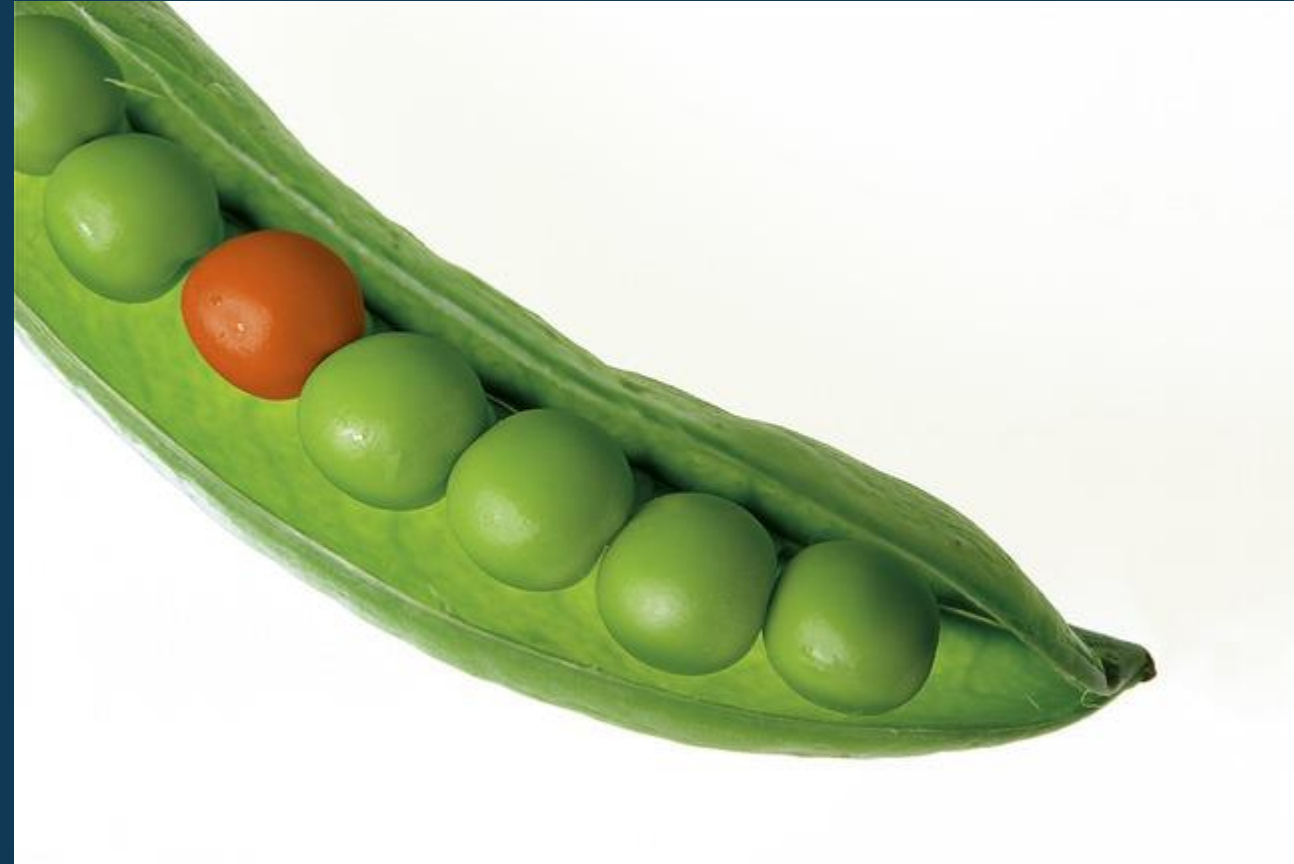
To change something in your life you'll  
have to change something in your life.





# Think different

ACT DIFFERENTLY



BE DIFFERENT

# Start today



CRAP! I need to “change” NOW!



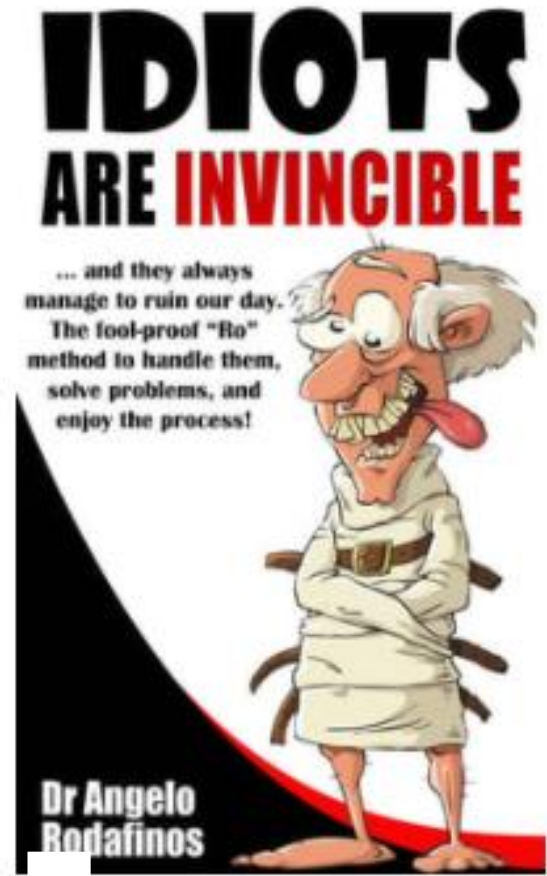
She is probably off to  
play bingo again ...

Κώστας Παπαντωνίου

*My grandmother started walking five miles a day when she was 60. At 97, we don't know where the hell she is. -H. DeGeneres*



A manual for those who want to change something in their lives or in the lives of people around them.



Improve the quality of your life, changing either a) the conditions or b) your perception of the conditions.



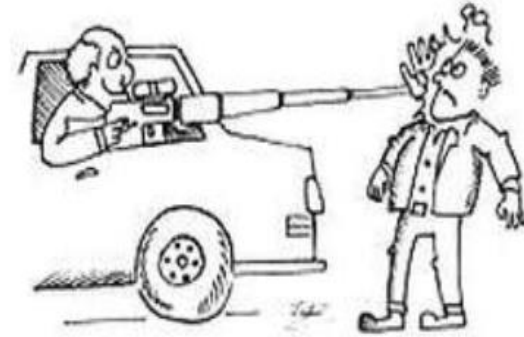
Books



Seminars



Applications



Dr Ro



Free stuff



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Contact details

should you wish to organise an event, talk, or party with Dr Ro

# Links & exercises

1. Breakout rooms Q1: What is your No1 priority? How are you doing with it?
2. Breakout rooms Q2: Assume you can change things in your life. What will you a) do, b) no longer do
3. Online Poll "What would you like to change?": <http://etc.ch/j8v8>
4. Behavioral Contract: <https://rodafinos.weebly.com/behaviour-change-contract.html>
5. Death clock: <https://www.death-clock.org/>
6. Songs: The Verve  
[https://www.youtube.com/watch?v=1lyu1KKwC74&ab\\_channel=TheVerveVEVO](https://www.youtube.com/watch?v=1lyu1KKwC74&ab_channel=TheVerveVEVO)
7. Songs: Scorpions  
[https://www.youtube.com/watch?v=n4RjJKxsamQ&ab\\_channel=ScorpionsVEVO](https://www.youtube.com/watch?v=n4RjJKxsamQ&ab_channel=ScorpionsVEVO)
8. Link to ppt presentation notes: visit <https://rodafinos.weebly.com/presentations.html> and select "The psychology of Change (.pdf): change yourself and/or others"