

A large photograph of three young professionals (two men and one woman) sitting around a table, smiling and looking at each other. They are in a bright, modern office setting. The woman is in the center, and the two men are on either side of her. There are papers and glasses on the table.

NextGen Professionals Cohort



SESSION FOUR

The Inner Game

July 16, 2026



www.YellinGroup.com

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3 Big Deals

BIG DEAL #1:

Your **PreFrontal Cortex** is priceless

- Analysis
- Speech
- Creativity
- Willpower
- Innovation
- Planning
- Forming goals
- Evaluating consequences
- The brain's "CEO"

BIG DEAL #3:

Emotions

run the show

- Memory
- Health
- Emotions
- Critical role in learning
- Essential to memory
- Accelerating ingredient

3C's of Negative Threat

- **Confusion:** We have more confusion than clarity.
- **Control:** We feel we have little control over or say in the situation.
- **Consequences:** We anticipate a negative consequence.

BIG DEAL #2:

Threat

to the brain is

Threat

to the brain

- Fight
- Flight
- Freeze
- Basic body function
- Especially triggered by threat and fear
- The brain's "bouncer"

$$P = p - i$$

Performance = potential - interference

- Timothy Gallwey, The Inner Game of Tennis

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Reducing the Interference of Threat

Step 1: Identify the Challenge

What is a challenge you are experiencing right now that is interfering with your performance?

Step 2: Move from Chaos to Calm

Chaos	Calm
Confusion: What feels unclear, uncertain, or confusing?	Create Clarity: What information, conversation, decision, or action could reduce uncertainty and increase clarity?
Control: Where do you feel you have little choice, voice, influence, or control?	Focus on Control: What is within your control? What is outside of your control?
Consequence: What negative outcomes are you worried about, anticipating, or trying to avoid?	Reframe the Consequences: What opportunity, lesson, growth, or positive outcome might emerge from this challenge?

Step 3: Take Action

What action can you take right now to reduce interference?



Chaos

χάος (cháos)

A vast opening

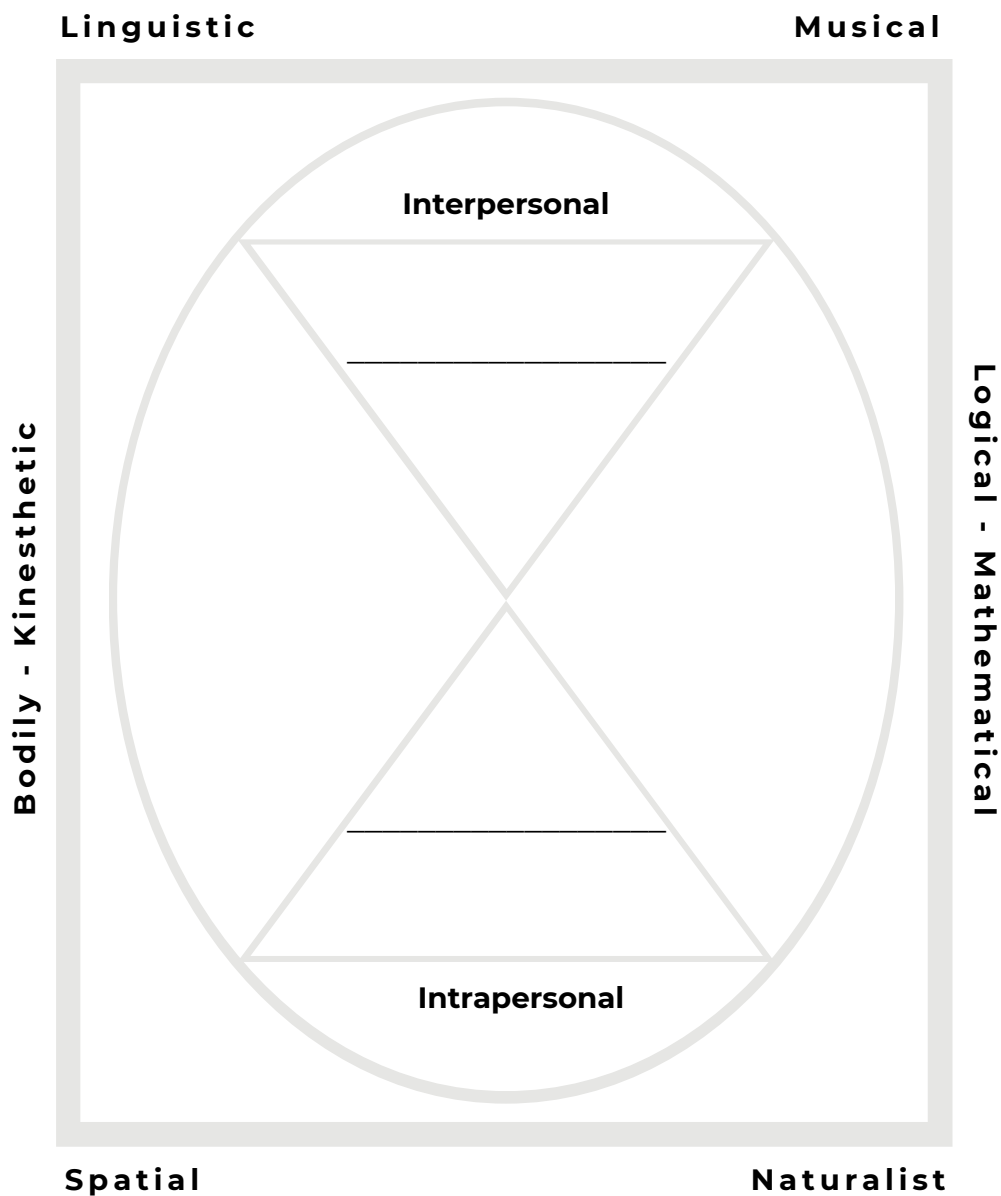
Possibilities

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Emotional Intelligence

“

Abilities such as being able to motivate oneself and persist in the face of frustrations; to control impulse and delay gratification; to regulate one's moods and keep distress from swamping the ability to think; to empathize and to hope.
(Goleman, Emotional Intelligence, 1998)



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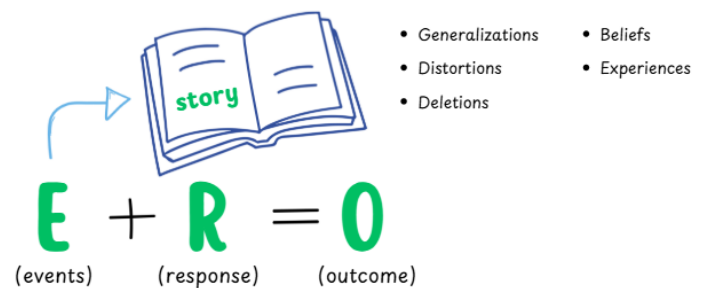
The Inner Game Tools

If this ... then this ...

- | | | |
|---------------------------------|---|--|
| • Confusion or uncertainty | → | • <i>Where do I need clarity?</i> |
| • Lack of choice or agency | → | • <i>What can I control?</i> |
| • Potential adverse consequence | → | • <i>How might this be happening FOR me and not TO me?</i> |

Challenge your story

Your thoughts lie, and you don't have to believe every one of them.

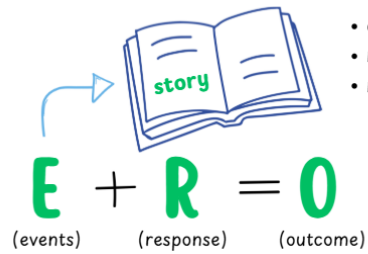


1. What meaning am I giving this?
2. What meaning do I want to give this?
3. What do I know to be true?
4. What is mine to own? (and what isn't)
5. Where do I need clarity for the next step? (who can help?)
6. Does this deserve my attention or my energy?
7. What serves the greater good?
8. How might this be happening FOR me rather than TO me?
9. How do I respond in alignment with who I want to be?

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Field Work

Analyze at least 2 situations where you see $E + R = O$ in action. This can involve you or someone else.



- Generalizations
- Distortions
- Deletions
- Beliefs
- Experiences

Situation #1

What was the Event?

What was the Meaning given to the event?

What was the Response?

What was the Outcome?

Where was there any unnecessary interference with performance?

Situation #2

What was the Event?

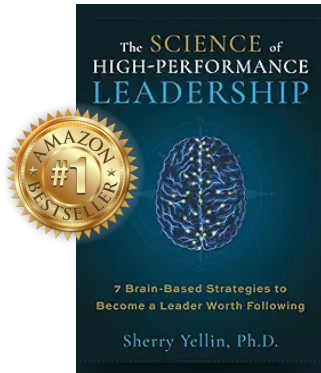
What was the Meaning given to the event?

What was the Response?

What was the Outcome?

Where was there any unnecessary interference with performance?

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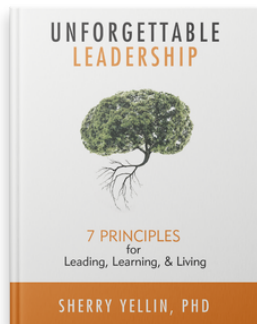
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