

REAUME CARROLL MULRY PHD

# **POSITIVE PERFORMANCE PSYCHOLOGY**

**RECONFIGURING CONSCIOUSNESS**



# **POSITIVE PERFORMANCE PSYCHOLOGY**

## **PPP eBook**

Reaume Carroll Mulry PHD



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*Praise for In The Zone.*

Dr. Ray Mulry's foundational book guiding PPPeLearning and Positive PERFORMANCE Psychology.

Being "in the zone" should be the rule, not the exception. A command performance - whether in the arts, athletics, or any other aspect of life - requires your total commitment. Ray Mulry's powerful and illuminating book, ***In The Zone***, offers a special methodology for reaching and maintaining your highest aspirations.

**David N. Baker**, Distinguished Professor of Music, Indiana University, Joint Musical Director ,  
Smithsonian Jazz Masterworks Orchestra

This is a fascinating "how to" book that can improve efficiency and increase pleasure in anyone's life. With simple, clear explanations of his basic principles, Ray Mulry triggers awareness that understanding and correct use of the body makes a vast difference in everything we do with both body and mind.

**Sally Swift**, Internationalized recognized Equestrian Trainer, author of ***The Centered Rider***.

World class athletes have always found their way into the "zone" of enhanced performance. Dr. Mulry's book unlocks and clearly explains these principles for everyone'.

**Rick Lee**, National Champion Boat Racer, Past World Record Holder.

**In The Zone** captures the essence of my profession, test flying and airshow performance. Relaxed, total focus is an absolute requirement if a pilot in my field is to survive. The need for these skills is multiplied and reinforced as the pilot progresses up the ladder to commercial, fighter pilot, or even astronaut. My compliments to Ray Mulry for stating the "secrets to success" in all walks of life."

**G.P. Buzz Lynch**, Fellow in The Society of International Test Pilots

Dr. Mulry's **In The Zone and enjoy.**" is a receipt for a happy and fulfilling life. He not only explains the importance of balancing our physical, mental and emotional being, he also shows us very specifically how, with simple exercises. Being "in the zone" is very important in all sports activities and in daily life. Dr. Mulry shows us how to get there in a way that everybody can understand and enjoy."

**Helga Sable**, Gold Medalist, U.S. Women's Cross-Country Ski Team, 1995 World Masters Championship.

All Peak Performers understand the importance of being in the zone. But, Dr. Mulry does something totally new. He presents a clear and methodical way of how to get into that sweet spot. **In The Zone** is required reading for all of my martial arts trainers.

**Sam Mason**, 4th Degree Black Belt, National & International Martial Arts Champion

## *Preface*

Were Mother Nature to break her patient silence, she might contend it is of the human spirit to aspire toward freedom, to fashion a life of our particular choosing, to pursue a destiny of our own making. She might further avow, our best personal choices are inspired by precious voices within and our best actions are responses to these voices. In acknowledging what is right for ourselves, we chart our individual destiny, favorably guided by this most loyal gyroscope

Positive PERFORMANCE Psychology is for those knowing personal excellence is a matter of self-discovery, self-navigation and yes, Reconfiguring Consciousness. Throughout the pages of this eBook and the overall PPPeLearning program, you will encounter yet another view of our human experience and time honored ways to greet life's challenges with confidence. You will also explore how to best actualize your unique mosaic of capabilities and talents, while optimizing joy and personal fulfillment throughout the continuing moments of your life.

*Reaume Carroll Mulry, PhD*

To  
*Barbara*  
of Athens



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## CHAPTER ONE

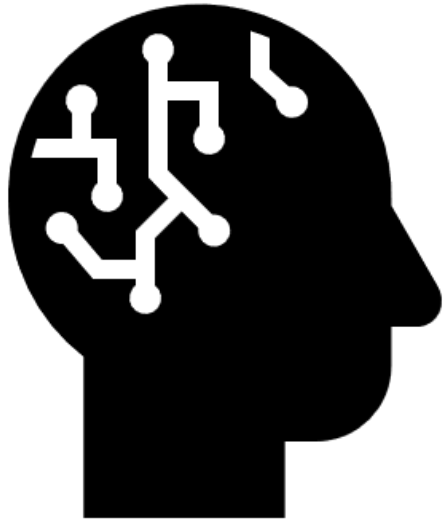
### RECONFIGURING CONSCIOUSNESS



**there were rhythms on this planet  
long before there were ballrooms**

**Philip Wylie**





A persisting human quandary is consciousness, challenging scientists, philosophers and theologians alike. Consciousness is frequently considered a spiritual phenomenon, a superior human quality lasting beyond our physical demise. Consciousness so defined, allows for a measure of godliness, connecting us with a presumed higher power. Is this realistic and useful, or yet another effort to see ourselves as candidates for everlasting life?

We are slow to align our adaptive nature with other life forms doing their own share of adapting, long preceding our appearance on this planet. It is argued humans possess an elevated spirituality, perhaps transcending established laws of modern physics and Mother nature's classic design.

Yes, we are inclined to define ourselves as the high priests of ever-evolving life forms and our capacity for conscious awareness is considered our most precious attribute.

What if consciousness, so viewed as a *unique* kind of mystic awareness, is mostly a self-aggrandizing illusion. What if consciousness is fundamentally a brain based, earthly phenomenon, versus an elusive, everlasting human capability, strangely operative beyond death and our decaying physical body? Do we need the hubris or the idea we are all that special within the vast scheme of things?

We will not even attempt to resolve this debate within the confines of this eBook and will maintain steady focus on what we do know, maintaining alliance with evidence-based, interpretive models. Models aligned with the notion we are adaptive creatures, always changing, reconfiguring consciousness, and do so as popular myths come and go, and the data of science guide us.

Positive PERFORMANCE Psychology views **reconfiguration of consciousness as a** complex, mind/body based, learning experience, continuously shaped by new knowledge, new measurement technologies, new perceptions of ourselves, the world we live in, the universe and possible multiverse.

To unravel some of the confusion, let's establish working definitions of consciousness and then reconfiguration. They are interacting phenomenon, together shaping our view of our ever-changing earthly experience.



**Consciousness** involves **our individual awareness of our unique thoughts, memories, feelings, sensations, and environments**. It is our awareness of ourselves and the world around us. Our awareness is subjective and unique to each of us. So far so good. Not everyone will agree, but we have a start



**Reconfiguration involves the replacement of existing perceptions with something new.** Thus, reconfiguration is different from consciousness as reconfiguration shapes a new structure, replacing old perceptions. We see things differently.

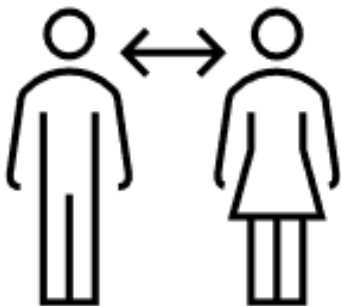
*Example:* If I look into your face, I see a face, I am arranging the situation, in my mind's eye, as this versus something else. Now, this may seem obvious, but let's keep in mind, there are multiple ways of looking at things, and face need not complete the list. I may reconfigure your face as that of another race, of high or low intelligence, perhaps a friend or foe, and the list goes on. Quoting Max Planck, " ***When you change the way you look at things, the things you look at change.***" Changing the way we look at things affects consciousness in the moment and beyond as reconfigurations persist over time.



**Typically, we interact and live with shared perceptual blinders.** We co-exist with others equally prepared to experience in the now in a conveniently similar way. How else would we survive? We are social creatures. We know where the food is and how to get along for the common good. We share convenient perceptions of “reality” not fully aware these are perceptions that seem to work, but may not be the real deal, whatever that might be.

Science offers an ongoing process of renewed configurations, and we adjust our perception of things based on these new configurations. Using the scientific method, we operationalize thoughts and beliefs, test them against experience, accept and reject measured outcomes.

Unfortunately, this is not the always the case in everyday life as we collectively march forward with shared illusions, useful or not. Keep in mind, it was not so long ago when we believed our planet to be a flat surface and the sun revolved around the earth, along with many other shared misperceptions. Consciousness can and does shift in concert with our evolving reconfigurations. The more elevated and sensitive our consciousness, the more alert we are to elements of perceived reality out of sync.



Development of new configurations is an **ongoing** process, and the more open we are to a stream of routine consciousness needing fixing, the more open we are to constructive change.



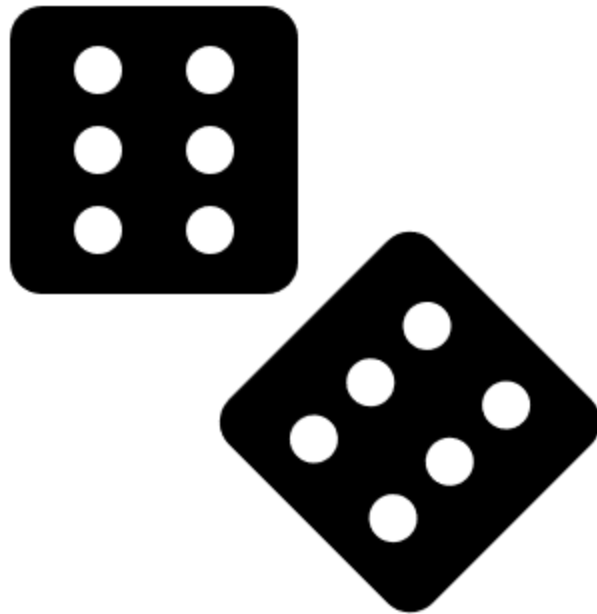
**Consciousness is a fluid state of perception.** At its best, consciousness is malleable, flexible, responsive and adaptive. When new configurations surface in the direction of more functional, useful perceptions of underlying realities, the more consciousness serves successful mind/body survival strategies.

*Consider the following:* You are a poker player and believe good luck is on your side, versus those who draw cards based on known probabilities. **Once educated / reconfigured** good luck poker players will avoid drawing to an inside straight, a seductive option in the past.

We will now explore the science *underlying Rotter's Social Learning Theory (SLT)* and his theoretical constructs of **Internal and External Locus of Control**. These two psychological dispositions exhibit quite different configurations how to live our lives, and it comes as no surprise, those internally motivated enjoy future success in multiple aspects of life, not to mention making more money and less jail time.



Internals, knowing success and forward movement result from acquired performance skills, live different lives from Externals who believe good luck and the actions of powerful others is where the action is. In SLT, **Internal Locus of Control consciousness** is defined as the **general expectancy** I will achieve my goals through personal skills I have and will acquire. Playing golf, any sport, being good at business, effective interpersonal communication skills, all result from learning, acquiring new knowledge, practicing performance skills, taking responsibility for one's actions, make the difference. Internals are fully aware of "luck" but are less responsive to its seductions. Internals are fully aware purchasing a lottery ticket is necessary to win the prize but are less likely to purchase the ticket when the opportunity arises. The seduction of an unlikely big hit is something Internals are fully aware of, but not so likely to frivolously hand over the cash. Lucky outcomes are just not all that likely so let's move on.



Externals, believing the throw of the dice and pursuing good luck offers a useful course of action, tend to find their lives a bit out of control, especially when competing with Internals who come prepared. **External Locus of Control consciousness** is defined as the **general expectancy** good luck will serve me well and take opportunistic chances making Internals cringe. As a basic consciousness (*one characterized by weakened connections between acquired skills and performance excellence*) Externals spend less time doing the work needed to compete successfully. It just doesn't seem as real to Externals because their general expectancy for success is not so much under their control. What we do know, is that Externals will benefit from some serious reconfiguration. Without a genuine sense of Internality, self-navigation, self-management, self-control, Externals find a steady line of performance excellence eludes them.

Of course, there are those people so amply gifted in one or more natural talents, practice and skill acquisition seem unnecessary. When so gifted, with success coming easily from childhood on, it can be easy to say, *"Who needs to practice? Just go out and do it and all will work out well."* Not a workable consciousness for most of us and not always so good for the gifted either. Should you learn early on, life is a cake walk, you are being set up for eventual failure. A steady rudder and hard work will generally work out best. The **"happy-go-lucky"** consciousness seems like fun, but it is just another slippery slope,

This brief review of Locus of Control offers a prelude to Social Learning Theory and a large body of SLT scientific studies. Collectively, these studies reveal consciousness, grounded in a genuine sense of Internality, goes a long way when reconfiguring consciousness in Positive PERFORMANCE Psychology.

With this in mind, let's delve into **Rotter's Social Learning Theory**





## CHAPTER TWO

### SOCIAL LEARNING THEORY (SLT)

**Julian B. Rotter has been cited as one of the 100 most eminent psychologists of the 20th century.**

*"I'm a rational man living in an irrational world".*

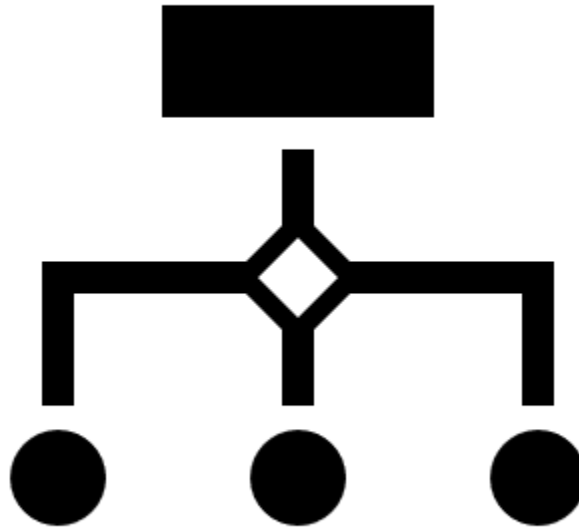




SOCIAL LEARNING  
AND CLINICAL PSYCHOLOGY

*Julian B. Rotter*





**Reconfiguration plays a big role in shaping consciousness. As stated earlier, reconfiguration involves introducing new parts, giving consciousness renewed form. You will soon see, the three “parts” are the three basic constructs comprising the SLT theoretical model.**

Think of a theory as a **precise language system** consisting of fundamental parts/constructs we use to make theory-based predictions. Let’s first examine what a theory is and how it provides the foundation for our ability to make these predictions. We will then examine their practical value is determined by experimental tests and measurable outcomes. When the tests generate data supporting predictions expected by the theory, we sense we are on the right track. When the tests generate data contrary to our theoretical expectations, we discover something very important; the theory doesn’t square well with reality. Not a happy experience for the theorist wanting to “prove” he/she is indeed on the right track. These unfortunate theorists are making a common and most fundamental unscientific error.



The error is referred to as the **Confirmation Bias** which is “*the tendency to search for, favor, and recall information in a way that confirms or supports one’s prior beliefs or values.*” Wanting to be “right” is a far cry from being right, and outcome data helps keeps us honest.

The good news is the scientific method encourages us to look for any idea or data following “**The Falsification Principle**” which states “***for a theory to be considered scientific it must be able to be tested and conceivably proven false.***” In other words, our scientific predictions must be testable so they can be examined as such. Simply put, predictions are statements about anticipated relationships between two or more theoretical constructs measured through experiments. Predictions are “if this, then that” statements; if I make this change then I can anticipate this or that outcome. Since SLT has three basic constructs, a change in any of the three constructs produces demonstrable changes in the other two. In other words, we have a “**system**” of **inter-related constructs**. Our theory-based predictions are thus calculated statements we make regarding anticipated outcomes.



So, let's get into the trenches and see how well SLT meets these criteria. As mentioned previously, SLT consists of **three basic constructs** and these individual "parts" give SLT its basic theoretical structure. Let's examine SLT carefully, dissecting each part/construct to see if we have a true "**system**" of **inter-related constructs** where changes in any one construct generate predictable changes in the other two and, of course, in outcome data.

The three basic SLT constructs for the prediction and measurement of behavior are **behavior potential, expectancy, and reinforcement value** as observed in the SLT equation **BP = f(E & RV)**

***Behavior Potential is a function of (Expectancy & Reward Value) and is affected by your perception of the situation you are in (referred to as the Psychological Situation)***

It should be carefully noted, a **fourth** SLT consideration is the importance of the interaction of **the individual and his meaningful environment**. Thus, we need a method of describing the **situation (s)** in the basic formula to determine the degree of similarity in any two objectively described situations and to use the categorization of situations in prediction and control.

It is presumed **how we perceive a given situation** determines which behaviors are likely to have reasonable or highest probabilities of leading to some satisfaction.

**If you perceive a situation as a possible home run, you will mobilize inner resources to meet the challenge. Of course the opposite holds true as well. It's about your expectancy for success or failure and how you perceive the situation you are in.**

Let's carefully define each SLT construct and we will start with **BEHAVIOR POTENTIAL** defined as **"the potentiality of any behaviors occurring in any given situation as calculated in relation to any single reinforcement or set of reinforcements"**. In ordinary language this means the likelihood of my engaging in a specific behavior depends on the reinforcement(s) to follow. (*I am more likely to do something when I expected to be rewarded*)

Seems simple enough. The important point is, we are now **focused on something specific** like swinging a baseball bat with proper technique. Later you will see how important it is to define these behaviors with precision. When someone says *"I want to quit drinking"* does this mean quit altogether, maybe have one or two drinks a day, a week, or what? When BP is defined with precision, it is easier to measure and easier to achieve. As they say, **"What gets measured gets done."**

**EXPECTANCY** is defined as the probability held by the individual **that a particular reinforcement will occur as a function of a specific behavior in a specific situation or**



**situations.** Again, in ordinary language I must believe, at some level, I am not wasting my time. To engage in a well-defined BP such as drinking no more than two drinks, I must believe there is a forthcoming payoff making it worthwhile. I will practice a specific behavior with greater predictability when there is sufficient hope for success. The higher the expectancy for success, the more likely I will throw my hat in the ring. Of course, low expectancies end up doing little to nothing accomplished.

Do you see how we are developing a theory-based conscious reconfiguration for success? We now have two building blocks of relevance to positive performance. *There is more!*

**REINFORCEMENT VALUE** of any external reinforcement may be ideally defined as the **degree of preference for any reinforcement to occur if the probabilities of their**



**occurring were all equal.** This is where “motivation” for the payoff becomes pivotal. I may decide to drink no more than two drinks a day AND I may believe I can pull this off, BUT controlled drinking must be associated with a payoff of significant value to me. I will drink no more than two drinks a day

when I believe my behavior will: a) improve my highly valued marriage which is now on the rocks; b) improve the health of my failing liver; c) improve my sleep which is highly erratic; d) help me save my job which is now in jeopardy because of my tense and sloppy performance; d) all the above and more.

So there we have it. A sound basis for useful reconfigurations. When we put the three SLT constructs into focused action, we can rightfully expect positive outcomes. As we put the SLT equation to work, and DO what is to be done, our overall consciousness changes accordingly. Our new understanding of the drivers of success delivers elevated self-esteem, self-confidence, better physical and emotional health, better interpersonal relationships and more.

**Useful, reality-based reconfigurations, transform Consciousness into a fluid, reality-based sense of optimism and a positive attitude.**

**(Behavior Potential) (Expectancy for Success) (Reward Value)**



I think you would agree with our logic so far. **It is all very rational.** But, we humans are also very **visceral** and these two aspects of our overall functioning can compete with each other, which they most certainly do, and more frequently than we realize. We will deal with this aspect of our lives in the **Polyvagal** section later in this eBook.





William James once said, “***The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.***” Consciousness is very much a matter of how we look at things and evolves from building blocks we use to create a positive, productive point of view. In so doing, We “**reconfigure**” our view of what and who we are, and what we are realistically capable of. Like Max Planck so famously said, “***When you change the way you look at things, the things you look at change.***” When you reconfigure your view of yourself, your consciousness changes along with it. The intimate relationship between consciousness and reconfiguration becomes readily apparent.



The above statement has much to do with the importance of knowing how we **view situations** in terms of possible reinforcements. ***It is important to know your goals (RV), what it takes to achieve them (BP) and your belief you can achieve those same goals in some situations and not others.*** For example, if your goal is to drink no more than two drinks a day, and you know a visit to Charlie's Bar (*where your drinking friends hang out complicates things*) you are viewing Charlie's Bar as a situation detrimental to achievement of your goals. Thus, you might want to avoid the challenge and stay away.

There are always other options. You could see Charlie's Bar as a place to say hello to your friends, commit yourself to getting in and out swiftly, enjoy some socializing, without getting caught up in the over drinking scenario. Of course, **This must be a behavior you expect you can do.** You will learn whether this is true as you go along, Charlie's Bar may or may not offer an environment conducive to achievement of your goals.

Were this all there is to it, we would seem to be home free. SLT addresses our rational side, but we also have a visceral/emotional side, and these two important aspects of our being, defining our overall consciousness, are not always in sync. We often **“think”** we should do one thing and **“want”** to do another, such as wanting to drink no more than two drinks, but say *“What the hey, I’m with old friends I haven’t seen in a while, so let’s let it all hang out”. “Here’s to your health!”* Emotions take over and rational decisions are quickly replaced with emotional drivers.

Dr Jules Rotter, author of SLT, verbalized the above dilemma in his statement, ***“I’m a rational man living in an irrational world.”*** Positive PERFORMANCE Psychology addresses this important issue as we explore Polyvagal Theory, adding much needed clarity regarding our visceral functioning. While both SLT and Polyvagal theories are covered in considerable detail in the PPPelearning.com mini courses. We will now press on and explore Polyvagal Theory within this e-Book format.

Following the Polyvagal mini courses, **we have In The Zone Skills Training**, where four basic drivers of elite performance in martial arts, yoga, all sports and all walks of life are presented. These important drivers of performance success are **Relaxed Moves, Power Moves, Elastic Moves** and **Focused Moves**, all leading to **FOCUSED ACTION** and successful behavior change. Think of the four drivers as Behavior Potential, performance skills you want to learn to increase expectations for success in all aspects of your life. You are achieving your goals.

### FOCUS IS EVERYTHING



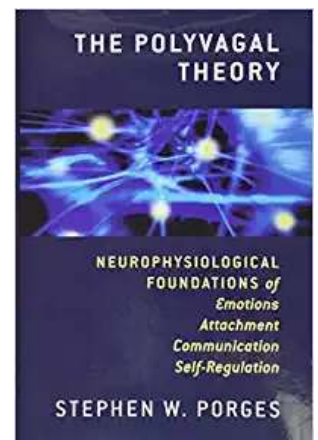
## CHAPTER THREE

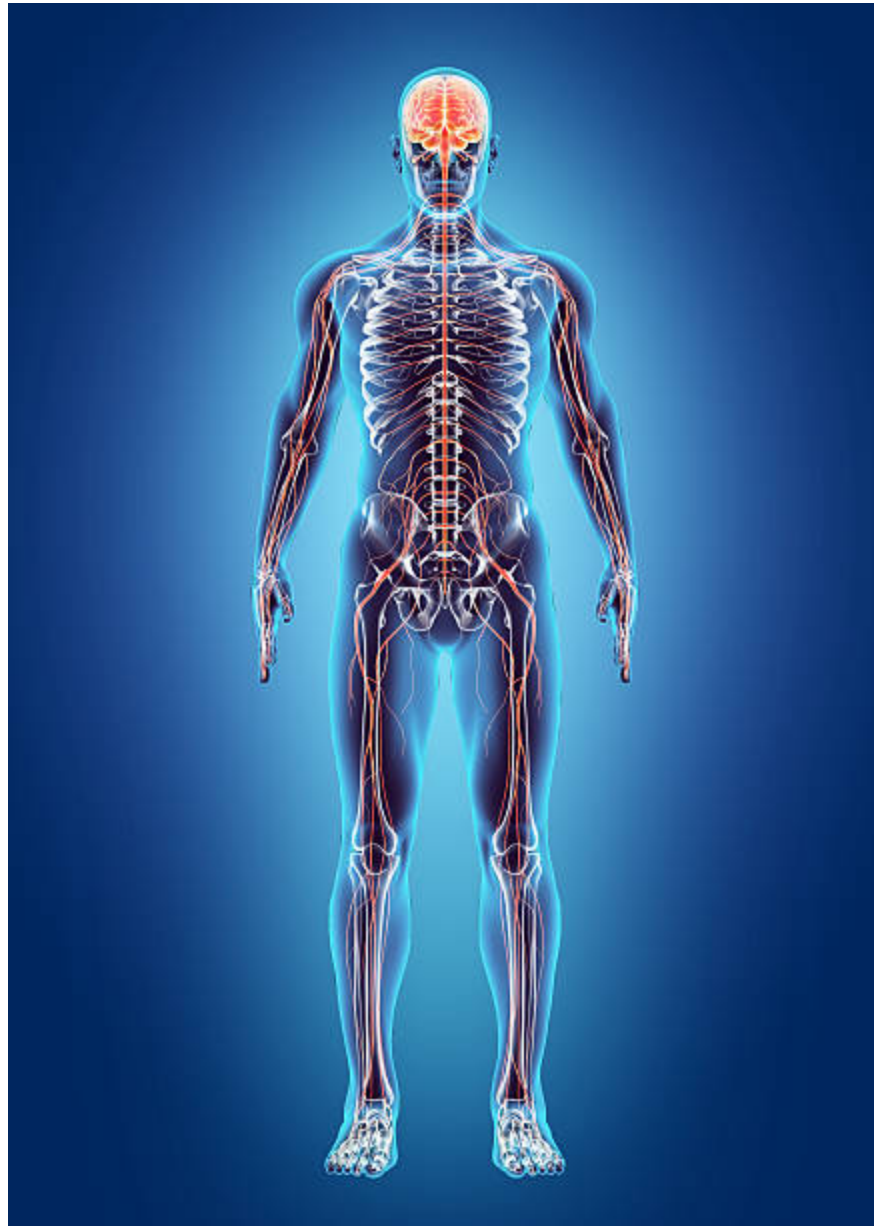
## POLYVAGAL THEORY

What we do is the result of multiple drivers, including our rational capabilities guiding us with reason, accumulated knowledge, our capacity for choice, making good decisions, communicating well with others, and so much more. **But this is only part of the larger story.**



**Let's check out Polyvagal Theory** and see how bottom-up conceptions of full-body functioning affect consciousness and our reconfiguration of consciousness.





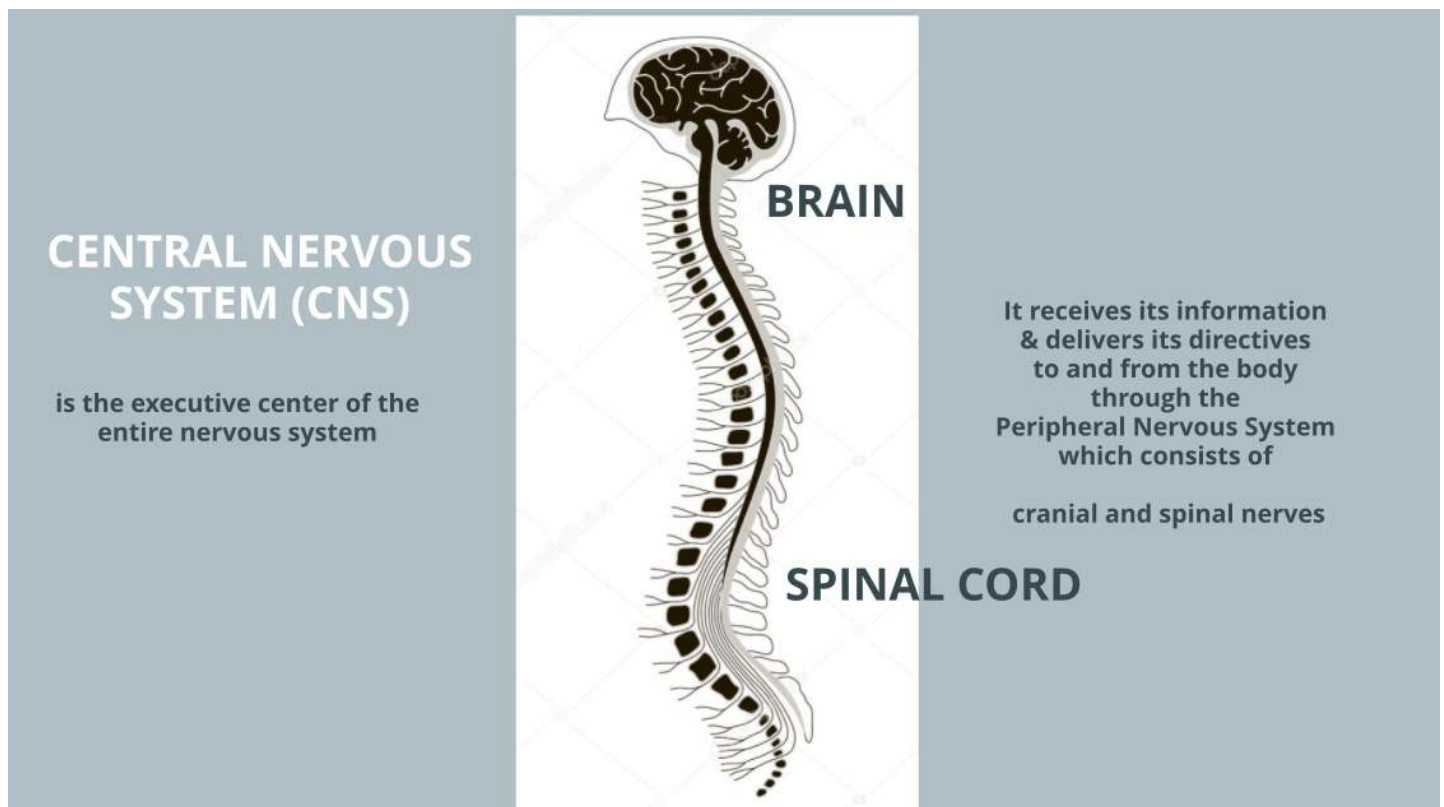
Reconfiguring consciousness engages both bottom-up and top-down drivers, providing a more complete model for **mind/body integration with a full-body attitude**.

**Polyvagal Theory** is about “**bottom-up**” drivers and our visceral, emotional nature. It can be argued, bottom up, emotional drivers of our behaviors are equally (*or perhaps more*) influential as drivers of our overall functioning. This will take a bit of reconfiguring. A good place to start is the **Autonomic Nervous System** responsible for about 90% of our bodily functions.

The ANS controls involuntary body functions such as your heartbeat, widening or narrowing of your blood vessels and blood pressure. The two main divisions of the ANS are the **sympathetic** and **parasympathetic**.

Much of this is also covered in your PPPeLearning.com course within the Polyvagal Theory section and is also presented in this e-Book as an essential element of **mind/body integration with a full-body attitude**. You can go back and forth, between PPPeLearning and this E-Book as they are mutually reinforcing.

**FIRST LET'S REVIEW THE CENTRAL NERVOUS SYSTEM AND THEN WE WILL GO INTO GREATER DETAIL REGARDING THE AUTONOMIC NERVOUS SYSTEM**



**and we have our  
autonomic nervous system**

**which has two  
subdivisions**



**sympathetic**



**parasympathetic**

**sympathetic**

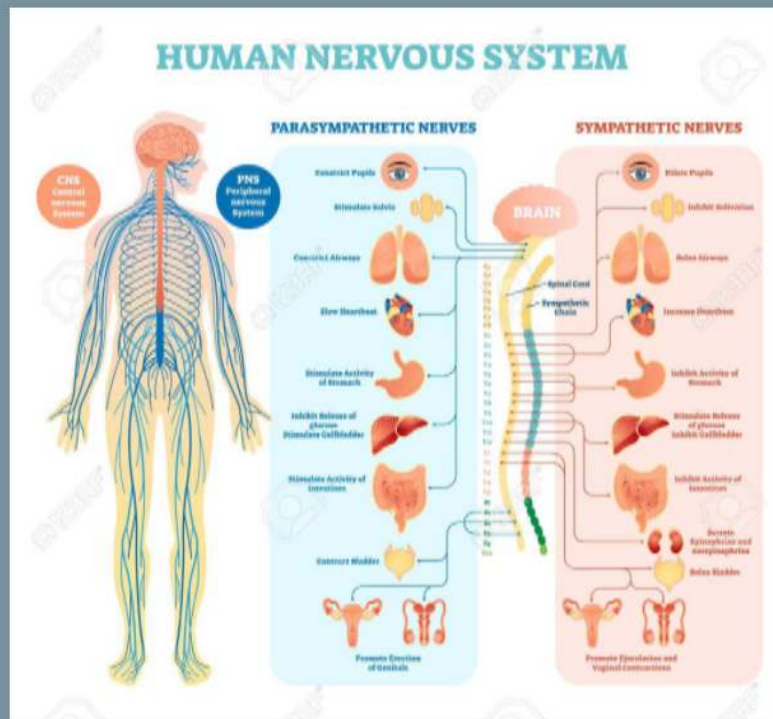
**parasympathetic**



**fight or flight**



**rest and digest**



these two subdivisions  
of the autonomic nervous system  
do two different things to help you ADAPT



arouse you to meet  
challenge and danger

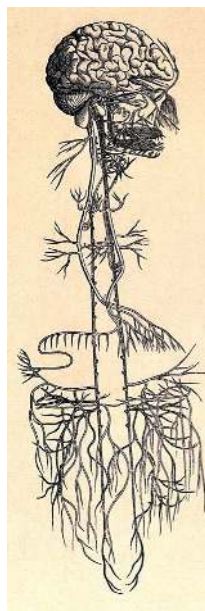
help you relax, digest, heal  
and enjoy the quiet  
moments







A most important component of the ANS is the 10<sup>th</sup> cranial nerve known as the **vagus nerve** which represents the main component of the parasympathetic nervous system and **oversees a vast array of crucial bodily functions such** as mood, your immune response, heart rate, digestion and so much more.



**Vagus Nerve is the 10th of the 12 cranial nerves  
~ longest of the cranial nerves ~  
reaching from the brain ~ to the lower viscera  
back to the brain**

**Vagus Nerve has two separate  
systems or pathways**

**one is the  
VENTRAL VAGAL  
on the front side of the Vagus Nerve**

**the other is the  
DORSAL VAGAL  
on the back side of the Vagus Nerve**



**these two vagal pathways deliver  
messages from the body to the brain  
(afferent influences)**

**&  
from the brain to the body  
(efferent influences)**

**each pathway has its own function**



when real or imagined threat  
is experienced as insurmountable

we shut down  
emotionally remove ourselves from the scene  
observed in the freezing response  
simulation of death  
& complete immobilization



#### KEEP IN MIND

**PARASYMPATHETIC** division  
known as the  
**REST AND DIGEST**  
response system ~ associated with  
inner calm & homeostasis

**SYMPATHETIC** division  
known as the  
**FIGHT OR FLIGHT**  
response system ~ associated with  
emotional arousal & emergency response



**VENTRAL BRANCH** of the vagus nerve  
is the most recent evolutionary development  
associated with lower levels of arousal  
displayed during recreation & positive  
social engagement activities

**DORSAL BRANCH** of the vagus nerve  
is the oldest evolutionary development  
associated with immobilization when  
confronted with real or imagined danger  
is associated with shutdown  
withdrawal from threat  
depressive behaviors



both vagal pathways inhibit  
~ put brakes on ~

autonomic arousal/mobilization activities of the  
sympathetic division of the autonomic nervous system  
(ANS)

when the sympathetic division is overactive

in a state of alarm  
mild ~ moderate ~ extreme

thus we have both mobilizing  
&  
immobilizing strategies built into our  
self-protecting nervous system



**DORSAL**



**WORKING  
SIDE BY SIDE**

**FACILITATING  
SELF-PROTECTION  
&  
SURVIVAL**

**VENTRAL**



**RELAXATION THERAPY**



when we activate the ventral vagal alone  
with RT & other calming procedures  
we experience  
~ calmness ~ safety ~ security

under non-threatening circumstances  
we are emotionally open  
social & connected

we experience positive sensations  
we feel good ~ explorative ~ more friendly





## DEEP RHYTHMIC BREATHING



**LONG & SLOW EXHALE**  
the key to activating your Ventral Vagal nerve  
slowing heart rate  
lowering blood pressure

especially when stressed  
& times of performance anxiety



when real or imagined threat enters the  
scene & threat challenges us



**VENTRAL VAGAL**  
"brakes"  
the mobilization process

we experience **DORSAL** vagal activity  
mild to moderate ~ to ~ severe withdrawal  
demobilizing states



we can act alone ~ or in groups  
such as when dancing  
Yoga & Tai Chi  
playing a musical instrument

we are social animals  
&  
do enjoy time alone



**NOTE**

**STIMULATION OF THE VENTRAL VAGAL**

releases an array of anti-stress enzymes  
& hormones

acetylcholine ~ prolactin ~ vasopressin ~ oxytocin

assisting digestion with an inhibitory effect in  
cardiac tissue

lowering heart pressure & blood pressure

## NOW FOR THE REST OF THE STORY



**VENTRAL VAGAL**  
most recent  
&  
**DORSAL VAGAL**  
oldest ~ most primitive  
in terms of evolutionary development

Ventral Vagal & Dorsal Vagal  
apply brakes to  
**SYMPATHETIC MOBILIZATION**  
observed in emotional arousal

Important emotional states surface when  
**VENTRAL & DORSAL BRANCHES**  
interact with other systems



the first surfaces when the  
VENTRAL Vagal interacts with the  
sympathetic subdivision  
experienced in all forms of  
RELAXED MOVEMENT



friendly ~ playful activities  
like dancing  
joyfully engaged in various sports  
competitive & non-competitive



doing these activities ~ we actively  
FLOW  
we can be socially engaged



OUR EXPERIENCES  
are rewarding when we are



relaxed  
balanced  
flexible  
focused



performing well

**In The Zone**

## POLYVAGAL THEORY

explains how the autonomic nervous system oversees largely unconscious body functions such as heart rate & respiration & how this affects social behavior



SLT  
features  
MENTAL EXPECTANCY

**BOTH ANTICIPATE  
OUTCOMES**

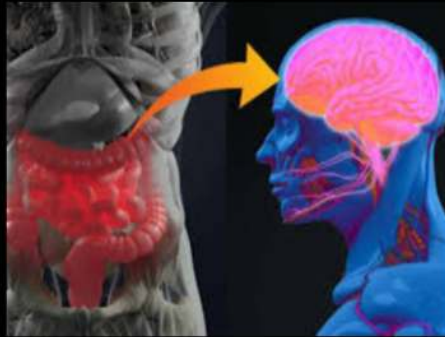
PV  
features  
VISCERAL NEUROCEPTION



**cognitive**

**Expectancy**

**SLT**



**visceral**

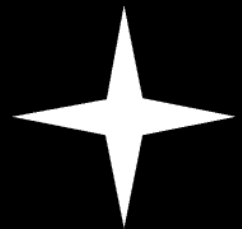
**Neuroception**

**PV**

**two compatible  
scientific theories**

**SOCIAL LEARNING THEORY  
&  
POLYVAGAL THEORY**

**INTEGRATING OUR COGNITIVE  
&  
EMOTIONAL SIDES**





**We think  
and  
we feel**



**mind/body  
integration**

**with a full-body attitude**



## SOCIAL LEARNING & POLYVAGAL THEORIES

MIND



BODY

INTEGRATION

We have reviewed two important science-based theories, how they complement each other offering a comprehensive account of our rational and visceral functioning. **In The Zone Skills Training takes us another step forward with special focus on WE BECOME WHAT WE DO.** You will soon learn the four-driving forces underlying Elite Performances In The Zone: **Relaxed Moves, Power Moves, Elastic Moves and Focused Moves.** These fundamental skills determine performance success in all sports and all aspects of life. Each of the four Moves has significant application in your life, collectively providing the foundation for centeredness and rhythmic flow in all that you do. As the great Japanese swordsman once said, “***From one thing, know 10,000 things.***”

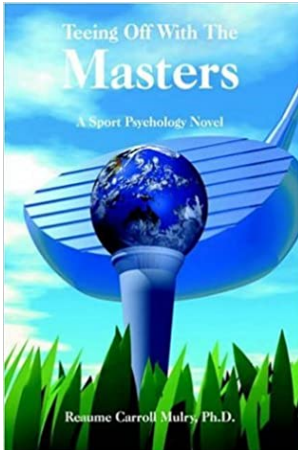
Let’s start our journey In The Zone with a short article with title, “***Centering Is the Key to Surviving an Attack***” by Terry Dobson.

“Surviving an attack by a trained and determined opponent, depends on one’s ability to meet the attack in a balanced, alert and agile manner. The key to ‘keeping a cool head’, is centering. This martial-arts technique **unifies your body, mind, spirit, awareness and intentions** ... to bring you to a state of balance and readiness in which you function at peak efficiency.”

Dobson continues. To center yourself imagine your center of gravity sits below your navel. Try to visualize this spot. Let all weight and heaviness, tension, and fear sink down this bottomless drain. Straighten your back, imagine your head floating on your neck. Relax. Breathe deeply, round your shoulders a bit and let your jaw fall slightly. Practice. Use the technique in everyday situations, so they become second nature. Control feelings of panic. Repeat, **Panic is my worst enemy.**”

## CHAPTER FOUR

### IN THE ZONE SKILLS TRAINING



Sport Psychology, Neuropsychology, Psychoeducation, digital communication technologies, Relaxation Therapy, PPPeLearning, PsychChatsOnline, Internal Locus of Control, a new view of mental health.



My own personal journey regarding **Centeredness** started about age 10 in a small, rural Northern Minnesota town of about 20 people. There was little to do so I took advantage of the railroad tracks, soon to become my training base for centeredness. To stay balanced I learned pretty much what Dobson was talking about. I had to learn to coordinate my center of gravity with correct posture and breathing, with proper focus and relaxed and rhythmic flow. **So, my first significant influence was learning to move from my center walking the railroad tracks.**

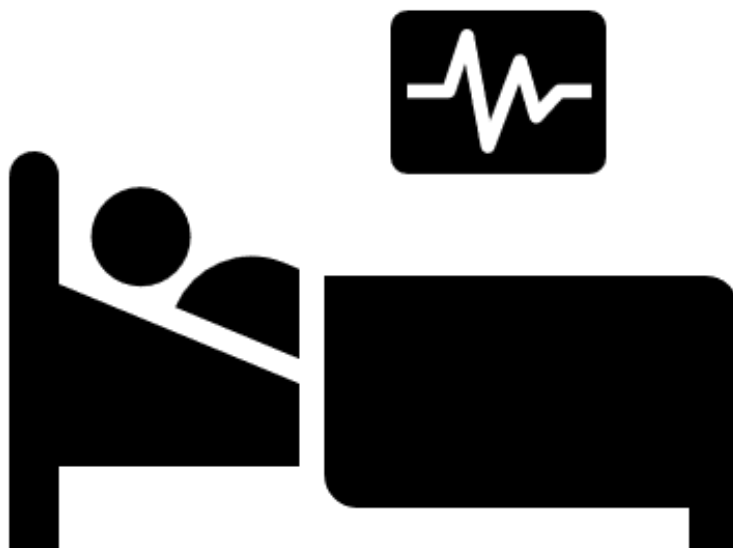




**The second significant influence** leading to In The Zone, was an innate fascination with **rhythmic movement**. Seeing Donald O'Connor tap dancing on an occasional Saturday afternoon movie in a neighboring town was always exciting. I wanted to take up the art, but there were no teachers. I finally was able to buy a drum, and later a full set, and drumming became my fascination. **Rhythm, and rhythmic movement**, provided a firm foundation for my work as a Clinical & Sport Psychologist from that time on.



**The third significant influence** was not so pleasurable. At age 26, completing a Postdoctoral Fellowship at The Center for Psychological Research (ETS) in Princeton, NJ, I went under the knife, as they say. I had **back surgery** and it didn't turn out so well. I continued to have severe back pain, sought medical help again and again, with no success. Long story short, I learned how to fix the problem and eventually authored several books on back injury prevention and early intervention published by CV Mosby / Times Mirror.



It all started with [Relaxation Therapy](#) which is a rhythm-based therapy which uses the metronome from my early days learning to play jazz drums.

RT worked well for me and was included in all later publications, including *Tension Management & Relaxation*, *The Back School*, *The Portable Back School*, *12 Steps To A Pain-Free Back*, *Freedom From Stress & Back Pain* and eventually *In The Zone* and *Teeing Off With The Masters*.

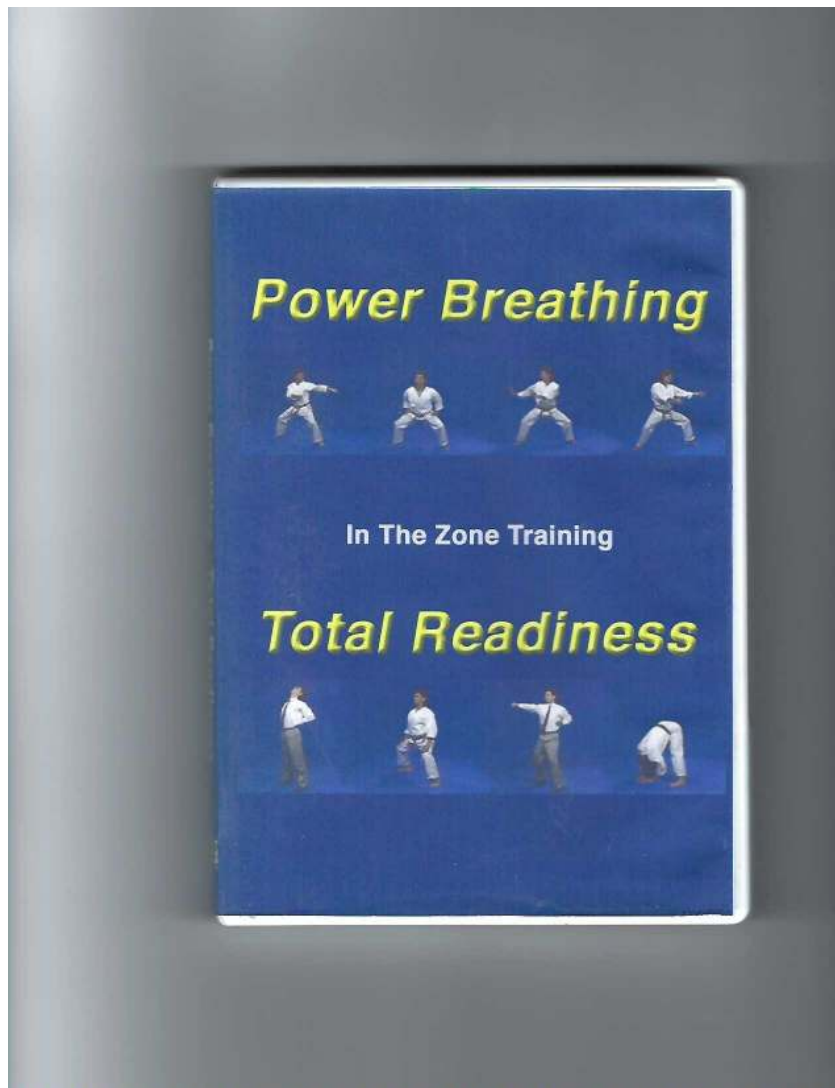
So, here we are today, still teaching what I have learned, hoping it will continue to be useful to others. The current program, PPPeLearning offers an integration of all my previous training programs, now presented in digital format. In so doing, I have been able to integrate In The Zone Skills Training with Social Learning Theory and Polyvagal Theory collectively offering mind/body integration with a full-body attitude.

The most important component in my new e-learning based program is YOU! I take very seriously our new **NETWORK In The Zone Coaches** and our collective ability to reach across the nation, teaching Positive PERFORMANCE Psychology to anyone seeking a genuine reconfiguration of consciousness. A desire to learn enhanced self-command and self-management of personal health and safety. A desire to see their own capabilities expand as new ways of looking at old unresolved problems and concerns. **Reconfiguring Consciousness is much like a Paradigm Shift, but at the local, individual level.**

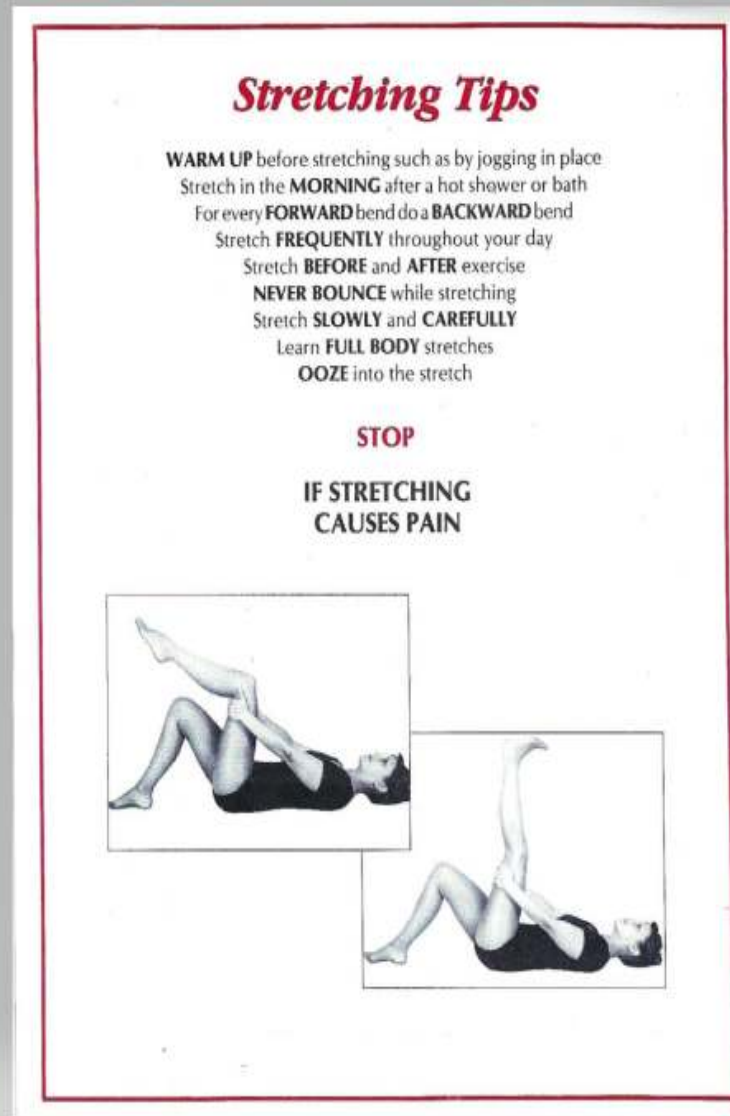
Relaxation therapy is about **RELAXED MOVES**.

There are three other fundamental components serving the overall goal of **MIND/BODY INTEGRATION WITH A FULL-BODY ATTITUDE**. They are **POWER MOVES**, **ELASTIC MOVES** and **FOCUSED MOVES** to achieve FLOW throughout all of your movements. These four drivers of Elite Performance In The Zone need to be integrated, so relaxed, balanced, flexible and focused moves become habitual performance habits in everything you do. This includes activities such as chopping wood like a Kendo Swordsman, lifting anything, never bending forward at the waist with your knees straight. Always keep your back straight, knees bent with your elbows close to your body. This is referred to as **POWER BREATHING IN THE POSITION OF STRENGTH**. As you progress through In The Zone Skills Training and the thirteen training modules (*i.e. mini-courses*) you will steadily develop full-body movement habits basic to martial arts, tennis, golf, baseball, ballet and the list goes on. You also have three stretching videos and eight Healthy Back mini-courses to round out a comprehensive full-body skills attainment outcome. You will see how the **TOTAL READINESS ROUTINE** integrates all basic elements of correct posture, correct breathing, mind/body flexibility and total focus in the moment.





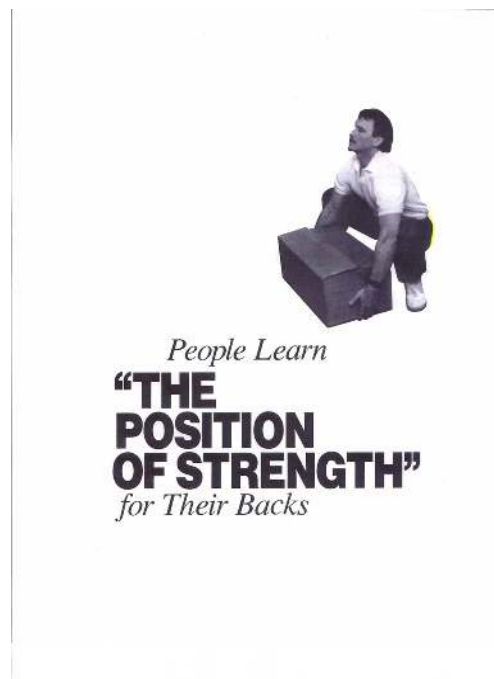
You will acquire the **basic elements** of **correct, flowing movement** which are relaxed, balanced, flexible and focused and these behavioral habits will be apparent throughout all of your activities of daily living. You can be confident all of the In The Zone performance skills are built from exercises and routines that are **safe and you can not hurt yourself**. All of the stretching exercises were designed to prepare Learners to proceed from basic to more advanced exercises as their body will permit. In The Zone Skills Training is based on thousands of hours of training in the field and we have **never experienced any form of injury**, whether participants are in pain, recovering from pain or learning how to perform difficult job tasks such as Nurses transferring patients, Workers learning how to shovel in tight, restrictive environments, Linemen climbing poles in challenging weather conditions, and so much more.



Our training videos and procedures are too numerous to be presented here. All you need to do is go to [PPPeLearning](#) and you will see each of them in video detail. This includes the following:

**Healthy Back Courses, Sections 1, 2 and 3.**

**Advanced Back Routine** and the comprehensive **Healthy Back Participant Guide**, are full of photos, descriptions of correct practice procedures, **correct Body Movements Inventory**, all of which have been implemented in the field with such organizations as Marriott Corporation, Hewlett-Packard, Princeton University Plasma Physics Laboratory, Northeast Utilities, the Michigan Hospital Association, the Queens Healthcare System in Hawaii, Coors, mining companies, electrical energy companies. warehousing, with professional athletes and numerous **Workers' Compensation claimants** returning to work, fully capable of doing their job safely, confidence and observable performance skills. You can see our students are doing the right thing because all performance skills can be observed. Either you are doing them right or you are not. Since performance excellence takes practice, practice and more practice, **supervisors can assist Workers with constructive reminders regarding correct lifting procedures** Workers have learned and are still acquiring through daily practice on their jobs.



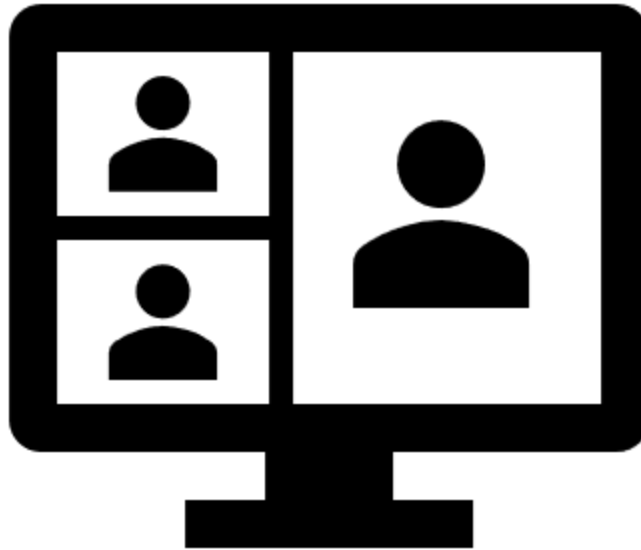


Because In The Zone Skills Training is such a comprehensive, complex integration of Sport Psychology, Martial-Arts, Yoga and neuropsychology, best observed in the FLOW of human movement, I will not present all the details here. They are presented throughout the fourteen **Social Learning mini-courses**, eight **Healthy Back mini-courses** and three **Stretching Video mini-courses**. There are multiple teaching/learning tools throughout PPPeLearning you can use flexibly, customizing the same to meet the particular needs of each and every different person you seek to help.

To review our comprehensive suite of training videos and mini-courses, go to PPPeLearning and you will find just about everything you need to flexibility implement the program with your claimants/patients.

To help you and your clients, I developed Psych Chats Online with eight Focus Groups. Each Focus Group is dedicated to a particular PPPeLearning area of interest. They are:





**Focus Group 1 – Personal Concerns Inventory**

**Focus Group 2 – Social Learning Theory (SLT)**

**Focus Group 3 – Polyvagal Theory**

**Focus Group 4 – In The Zone Skills Training**

**Focus Group 5 – Relaxation Therapy (RT)**

**Focus Group 6 – Learn to Teach, Teach to Learn**

**Focus Group 7 – Implementing PPPELearning within organizations**

**Focus Group 8 – Forum for the Free and Open Examination of Idea**

## Prpchaka and DiClemente's Model for Change.

Before we move on, I would like to alert you to a useful model for conceptualizing readiness for change. Not everyone starts the **process of Reconfiguration of Consciousness** from the same vantage point. Let's take a look at their Model and explore how this can assist Case Managers and Healthcare Providers to more clearly conceptualize clients motivations to return to work and normal functioning status.

**Precontemplation stage** - individual does not intend to take action in the foreseeable future.

**Contemplation stage** - individual is intending to start the healthy behavior (*within the next six months*).

**Preparation / determination stage** - individual is ready to take action within the next 30 days. Individual feels he/she can take small steps toward behavior change.

**Action stage** - individual as recently changed his/her behavior (*within the last six months*) and intends to maintain the behavior change going forward.

**Maintenance stage** - individual has sustained behavior change for awhile (*more than six months*) and intends to maintain the change going forward.

**Termination stage** - individual has no desire to return to their unhealthy behaviors and is sure he/she will not relapse.

Because the **Personal Concerns Inventory (PCI) Focus Group 1** is focused on this **unique psychological self-assessment tool**, I have dedicated a special chapter to its intent and range of application for Case Managers and other healthcare professionals.

**So, let's move forward and explore your one-of-a-kind PCI measuring over 1000 personal concerns in about 20 minutes with an immediate online "This is Me!" report. Just so you know the PCI is fully HIPPA compliant, fully respectful of individual privacy rights.**



## CHAPTER FIVE

## THE PERSONAL CONCERNS INVENTORY (PCI)

Much of my professional career has been focused on **measurement technologies** and started with publication of two articles you can find within PPPElearning under the Positive Performance Psychology section, listed as **Lecture 4.1 Theoretical and Research References**. The articles are:



Mulry, R.C. **A Functional Psychological Approach to Low Back Pain**, Orthopedic Surgeons, Symposium on The Lumbar Spine, edited by F.W. Brown, MD, C.V. Mosby-Times Mirror, St. Louis, MO, 1981

Mulry, R.C. **Special Psychological Components of Chronic Back Pain**, Orthopedic Surgeons, Symposium on The Lumbar Spine, edited by F.W. Brown, MD, C.V. Mosby-Times Mirror, St. Louis, MO, 1981

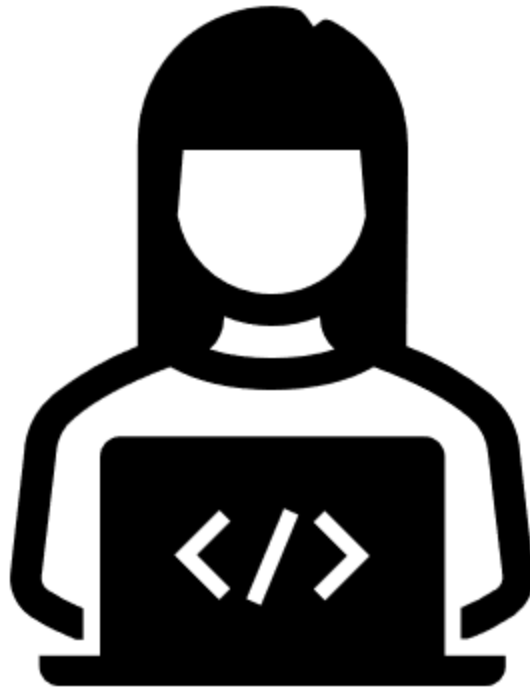
These two articles summarized and clarified the work I had been doing with back patients at **Canyon General Hospital in Anaheim, CA** several years prior and then at the **Eisenhower Medical Center** in Rancho Mirage, CA. *Tension Management & Relation* was already available, as was the PCI, but only as a 52-item checklist extending over 21 days. Today, the PCI measures online over 1,000 personal concerns over decades if desired.

Relaxation Therapy and the PCI were valuable tools and they worked well, as you will see reviewing the two articles.

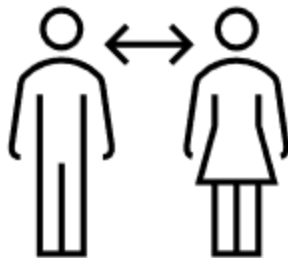
As an assessment specialist, having completed a Postdoctoral Fellowship at the **Educational Testing Service Center for Psychological Research in Princeton, NJ** and having taught the subject in the **Clinical Psychology Graduate Training Departments at the University of Texas at Austin and Indiana University**, I felt a new approach was needed; an approach also advocated by Walter Mischel, PhD at Stanford University. His thoughts are well summarized in his book, *"Personality & Assessment"*<sup>[1]</sup> as follows:

"In general, the **predictive efficiency of simple, straightforward self-ratings and measures of directly relevant past performance** has not been exceeded by more psychometrically sophisticated personality tests, by combining tests into batteries, by assigning differential weights to them, or by employing more complex statistical analyses involving multiple-regression equations. These conclusions for personality measures apply, on the whole, to diverse content areas including the prediction of college achievement, job and professional success, treatment outcomes, rehospitalization for psychiatric patients, parole violations for delinquent children, and so on. In light of these findings, it is not surprising that large-scale applied efforts to predict behavior from personality inferences have been strikingly and consistently unsuccessful."





Now that's a mouthful and exactly what I had in mind when developing the PCI. I would encourage you to **take the PCI right now**, or soon, to experience what it feels like to assess yourself and your concerns any day in your life.



As a Case Manager and/or Healthcare Provider you will find the PCI is a most unique measurement tool, allowing **for continuous communication** with your claimants/patients.

The PCI is **HIPPA compliant**, fully **respectful of everyone's privacy**, ensuring **measurement results compatible with ongoing and changing realities of your clients**. Because claimants/patients want to communicate with you, be confident they will do so. This solves a huge issue for Case Managers and Healthcare Providers wanting to know how their clients are progressing and where counseling focus can be massively enhanced.

## **PERSONAL CONCERNS INVENTORY**

### **Your Tool For Focused Action**

**F**ind Your Focus

**O**vercome Indecision

**C**reate A Winning Strategy

**U**se The Power of Mindfully Directed Attention

**S**ucceed Through Focused Action

**Finding your FOCUS is the most important step you can take toward rapid personal change.**

So here we are, ready for action. Good intentions go nowhere without action. Complete the PCI, review your "This is Me!" online report and see how your next tool, Relaxation Therapy (RT) can make a huge and positive difference in your own personal life and the lives of your clients.

**Let's now move on to CHAPTER SIX featuring Relaxation Therapy**





**SELF-REGULATE YOUR AUTONOMIC NERVOUS SYSTEM**

## CHAPTER SIX

## RELAXATION THERAPY (RT)

As a card-carrying Octogenarian, I would like to share seven decades of experience, reconfiguring my own consciousness and how much of this relates to the development of RT as a procedure useful for regulating the **Autonomic Nervous System**.

**In Chapter Four** I mentioned my personal journey regarding Centeredness starting about age 10 in a small, rural Northern Minnesota town of about 20 people. There was little to do so I took advantage of the railroad tracks, soon to become my training base for centeredness. I would now like to take you full circle, starting with these early formative years, to today

Often, deep into the dark night, I would sit in the window on the right where my brother and I shared a bedroom and listened to whatever night sounds might appear. It was like a radio show, without the radio. Configurations of Consciousness were taking place without my knowing it. Just the quiet connection with nature, the rewarding connection with rhythmic sounds sometimes disturbed by sounds not so rhythmic, but they were few.



I hope you will forgive my self-indulgence, narrating these earlier years, but it is the best way I know to explain how Positive PERFORMANCE Psychology came into being. I did mention my early years with an interest in rhythmic flow, back surgery and how I learned to self-manage my recovery. But there is more to the story, filling in the blanks, starting with my formative years in **Eldred Minnesota**.



My Father worked for the Great Northern Railway as a Station Agent. He worked and we lived in a modest depot. As you can well imagine, there was little to do in this quiet burg, but we found ways to occupy ourselves. One of which was appreciating the quiet environment, sweetened occasionally by sounds of nature. There were the songs of meadow larks, the train whistle

announcing every morning and afternoon arrivals. There was the periodicity of falling rain, the soft, sometimes harsh winds, thunderstorms, the excitement of approaching winter and the silence of falling snow.

My earliest memories of those days as related to the development of Relaxation Therapy are when our family of four took the car for a ride, out a few miles into the neighboring countryside, turning off the engine, **listening to the sounds of nature.**



Like all children, I had no idea what the future might have in store for me, nor did I give the issue much consideration. I was a child, following an unknown passion grounded in nature, in sounds, rhythmic sounds. Therein lies the foundation for the creation of Relaxation therapy three decades later.

Eventually I departed Eldred heading to the **University of North Dakota** where I earned a Bachelor of Arts degree and a Master's degree in Experimental Psychology. This led to acceptance in the Graduate training program in Clinical Psychology at **The Ohio State University** where Julian Rotter offered me a position as his Research Associate.

Long story short, we published together during that year and then moved on to the **University of Connecticut** where Dr. Rotter would serve as Director of the Clinical Psychology Graduate Training Program, where I received my PHD. Dr. Rotter and I became good friends and remained so until his death in January of 2014 at age 97.

CV Mosby Mosby / Times Mirror, known as "**Mother Mosby**" by Nurses across the nation, liked my presentation at the Academy of Orthopedic Academy symposium, offering a contract for was to later be published as "**The Back School**" which was coauthored by Orthopedic Surgeon Arthur White, MD and Physical Therapist Bill Mattmiller. They liked my previous work, "**Tension Management & Relaxation**" which I had self-published and they bought the rights allowing for a inclusion in the envisioned Back School publication. Of course, Relaxation Therapy was basic to *The Back School* and remains so today regarding all of my ensuing publications, including *In The Zone* and *Teeing Off With The Masters*.

**EMPLOYERS & EMPLOYEES WORKING TOGETHER maximizing health while minimizing adversity & litigation, addressing all strains & sprains, especially back injuries, reducing Workers' Compensation and Healthcare costs, elevating productivity & well-being.**

**So, this is where we are today.**

**Back to the original focus of this chapter.** That being, the pivotal relevance of Relaxation therapy to the prevention, early intervention and recovery from all strains and sprains, especially back strains. The missing link several decades ago was **Case Management**, which is today a flourishing and important service nationwide. My goal yesterday, today, tomorrow and beyond is to, once again, facilitate results-based Health Education. Positive PERFORMANCE Psychology is certified for 24.75 CEU credit hours for Professional Case Managers and will be addressed more completely in the next chapter of this eBook.

While at CONN, I was offered a **Postdoctoral Fellowship at the Educational Testing Service Center for Psychological Research (ETS)** in Princeton, NJ and where I experienced back surgery referred to earlier. I didn't know it at the time but I experiencing back pain and back surgery that was to shape the rest of my professional life. Talk about major reconfigurations of consciousness, this was a big one. From that experience, and years of experience to follow, I had to learn how to deal with the back pain remaining after surgery.

I struggled through the pain when teaching in the Graduate Training Programs in Clinical Psychology at the **University of Texas** at Austin, later at **Indiana University** and finally found the beginning of a solution walking the beach near my home in **Daytona Beach, Florida**. I had decided the academic life was not right for me and thought some good, solid experience working with ordinary people could be more useful and fulfilling.

During this time, I made an appointment with an **Orthopedic Physician** to see what he might have to offer. He did. When he responded to my interest in doing anything I needed to reduce the pain. He asked, “***Has anyone ever talked with you about this?***” No one had. So we did. It was helpful and the seed was planted for what was later became a business I created with **Gates MacDonald in Columbus, Ohio**. I presented my initial ideas about **Disability Case Management** (*which was unheard of at that time*) to their Board of Directors who decided within an hour to fund a business agreement with each partner holding an equal share. We were off and running. I later created a similar partnership with **Fred. S. James** in Chicago, the largest Claims Management company in the nation at the time.

Prior to partnering with these two organizations, I was an Associate Staff Member at the **Eisenhower Medical Center** where I was asked to present my clinical work to the **American Academy of Orthopedic Surgeons**, at a conference hosted by medical publisher **CV Mosby / Times Mirror**.

Please know, I have shared this personal story and long list of Reconfigurations of Conscience with you, to help you better understand the long history of the evolving concepts and procedures, and how thoroughly they have been implemented and researched, so you might have greater confidence in the training both for yourself and those you serve.

I wish you well in all of your pursuits and thank you for all the time you have taken to review my eBook, including the history and vision of PPPeLearning. The goal? Everyone **In The Zone**, **Making Winning Moments your way of life.**



*Reaume Carroll Mulry PhD*

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