

WEBPSYCHED

Your Intuition At Work

Jess Pryce-Jones
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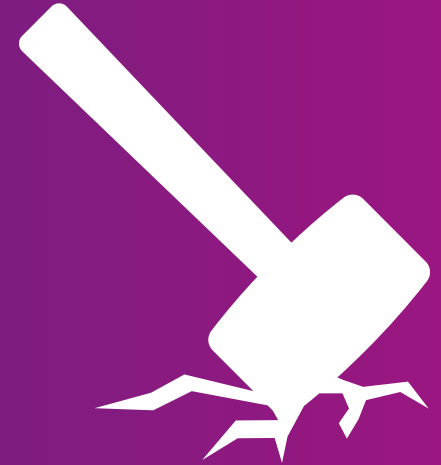
Right now I would like to..



1



2



3

Agenda: intuition



1. Why it matters



2. What it is



3. How it works

Agenda



1. Why it matters



2. What it is



3. How it works

“The intuitive mind is a sacred gift and the rational mind is a faithful servant. We have created a society that honours the servant and has forgotten the gift.” *Freud*

Evidence-based benefits of intuition



Khatri & Ng, 2000;
Dane & Pratt, 2007; Mikels et al,
2011; Marinos & Rosni, 2017



Dane & Pratt, 2007,
Mikels et al, 2011; Marinos &
Rosni, 2017, Hardman

Evidence-based benefits of intuition



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...which can be developed (inclusion is **all parts of us**)

What is intuition: some definitions



Knowing - without knowing how you know

Direct knowledge or cognition without evident rational thought and inference

Quick and ready insight

Gut feel

Judgments that arise through rapid, non-conscious and holistic associations

A feeling of knowing



How it shows up: Your intuitive experience...

Made the right choice even though it wasn't a logical one?

1

Met someone and known they would be a great or terrible hire?

2

Gone against your gut only to regret it?

3

Had a strong sense that something would happen without knowing why?

4

None of them

5

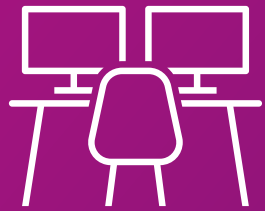
Think of something, someone, some place, you love



Now tell yourself you hate the thing you just said you loved



Three domains where intuition tends to work well



Our work

1



Our wellbeing

2



Our worries

3

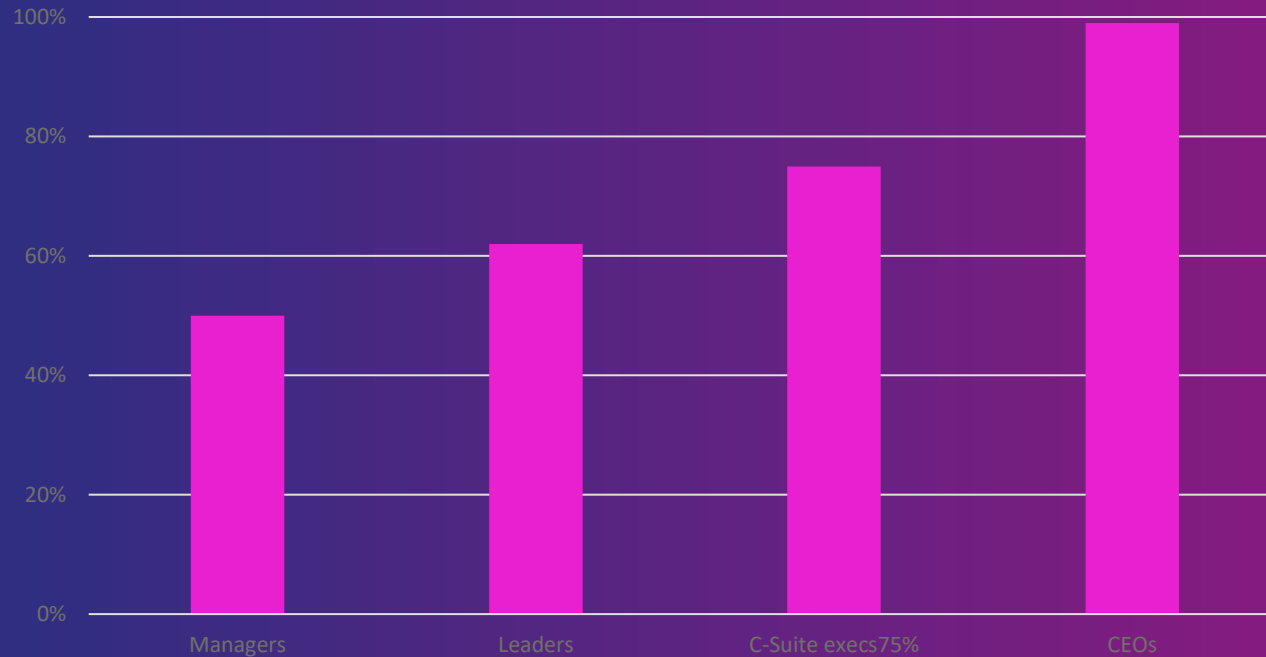
Why develop it? Intuition is your superpower

50%
managers

62%
leaders

75%
C-suite

99%
CEOs



How intuition works



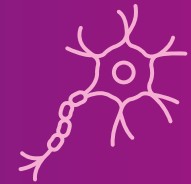
Unconscious process

Bechara et al 1997



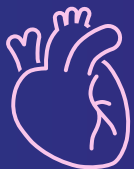
Feelings are present

Mumby & Parsons 1992



Vagus nerve contributes

Martin et al 2004, Cao et al 2016



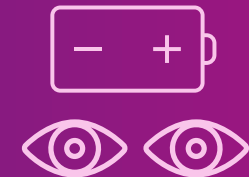
Heart has an intrinsic nervous system: 'little brain'

Brack 2014



Memories are contained in your body

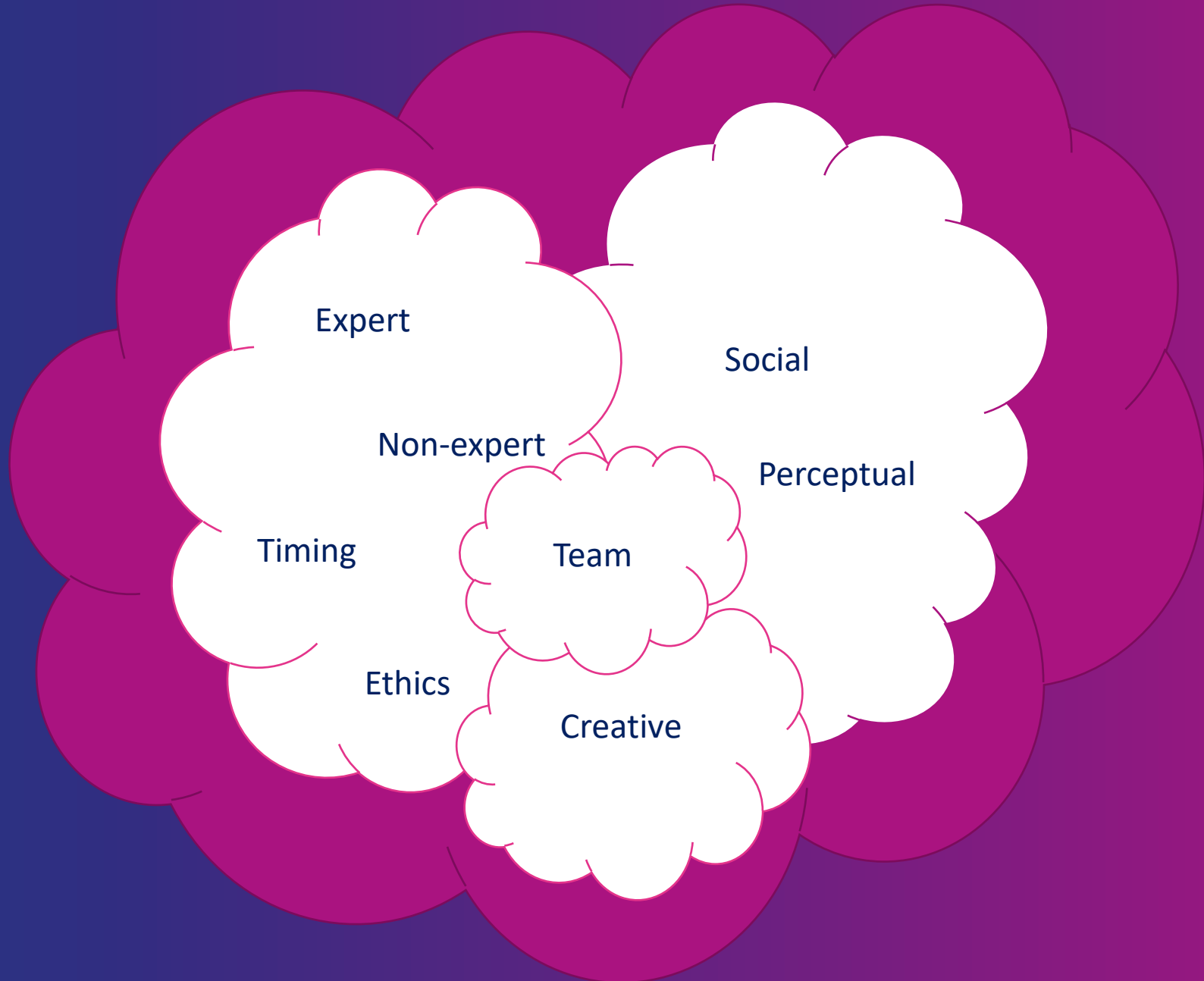
Damasio 1994



Nudges you with energy and attentional cues

Pryce-Jones 2024

The intuitive landscape: typology



Taster agenda



1. What intuition is



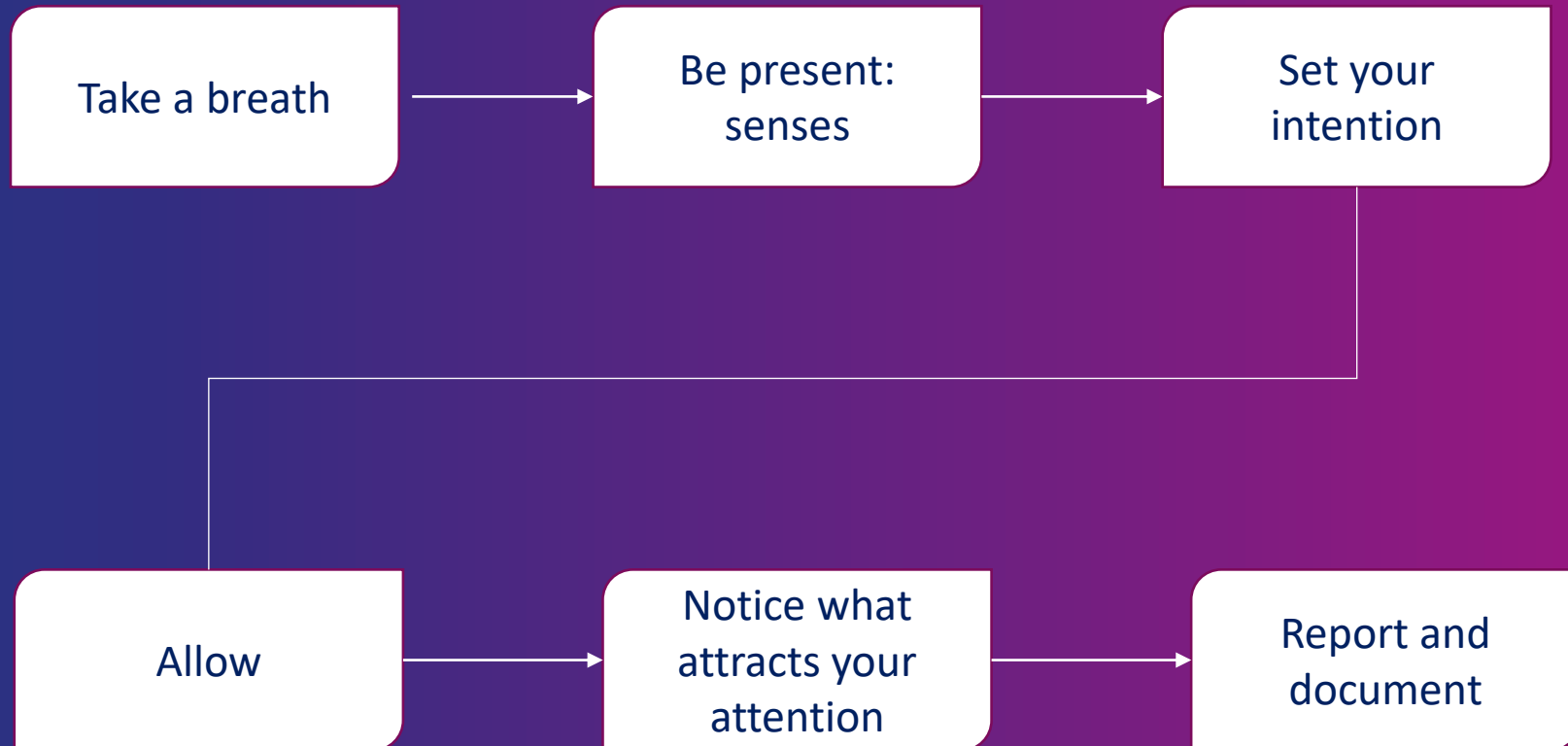
2. Why it matters



3. How it works

“The intuitive mind is a sacred gift and the rational mind is a faithful servant. We have created a society that honours the servant and has forgotten the gift.” *Freud*

Accessing your intuition most easily



Hint: Don't look at the other person as you listen or respond to them: that way you stay more present to yourself.

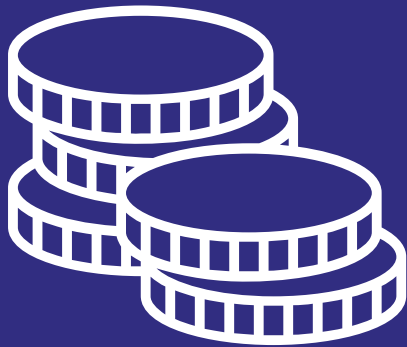
Table practice

5 mins pp, 15
in all

- 1** Person A describes their situation.
All to sit with the information and pay attention to body, energy, sense of alignment, mind's eye/ear (note them down)
- 2** Person B & C report back to A
- 3** If time, describe the impact on your trio

Note: this is not about giving anyone advice

Three quick tools for intuition

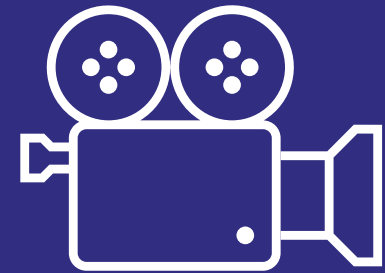


Coin toss

Yes

No

Post-it note



Movie

Remember!



Don't use it
in HALT
conditions



Listen to it:
it's easy to
discount



Use your
discernment
& validate

Bias or Intuition: 8 questions to ask yourself

1. To what extent am I operating out of bias or intuition?
2. To what extent is this a decision I have made before?
3. To what extent (be honest) am I cherry-picking data, facts or opinions that confirm my decision?
4. What principles currently lie behind this decision? And to what extent are they valid?
5. What happens when I intellectually challenge my preferred option?
6. What happens when I sleep on it?
7. What evidence would I need to make a different decision?
8. What is my feeling of knowing now telling me?



INTUITION AT WORK

Using your gut feelings to get ahead

Jessica Pryce-Jones