

“I’m not that way  
all the time.”

People behave  
differently in  
different situations

# FIELD THEORY

$$B = f(P \times E)$$

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**B**ehavior is a **f**unction of  
the **P**ersonality within an  
**E**nvironment

# ENVIRONMENT

- setting you are in
- people you are around
- expectations
- pressures
- thought patterns

# ENVIRONMENT

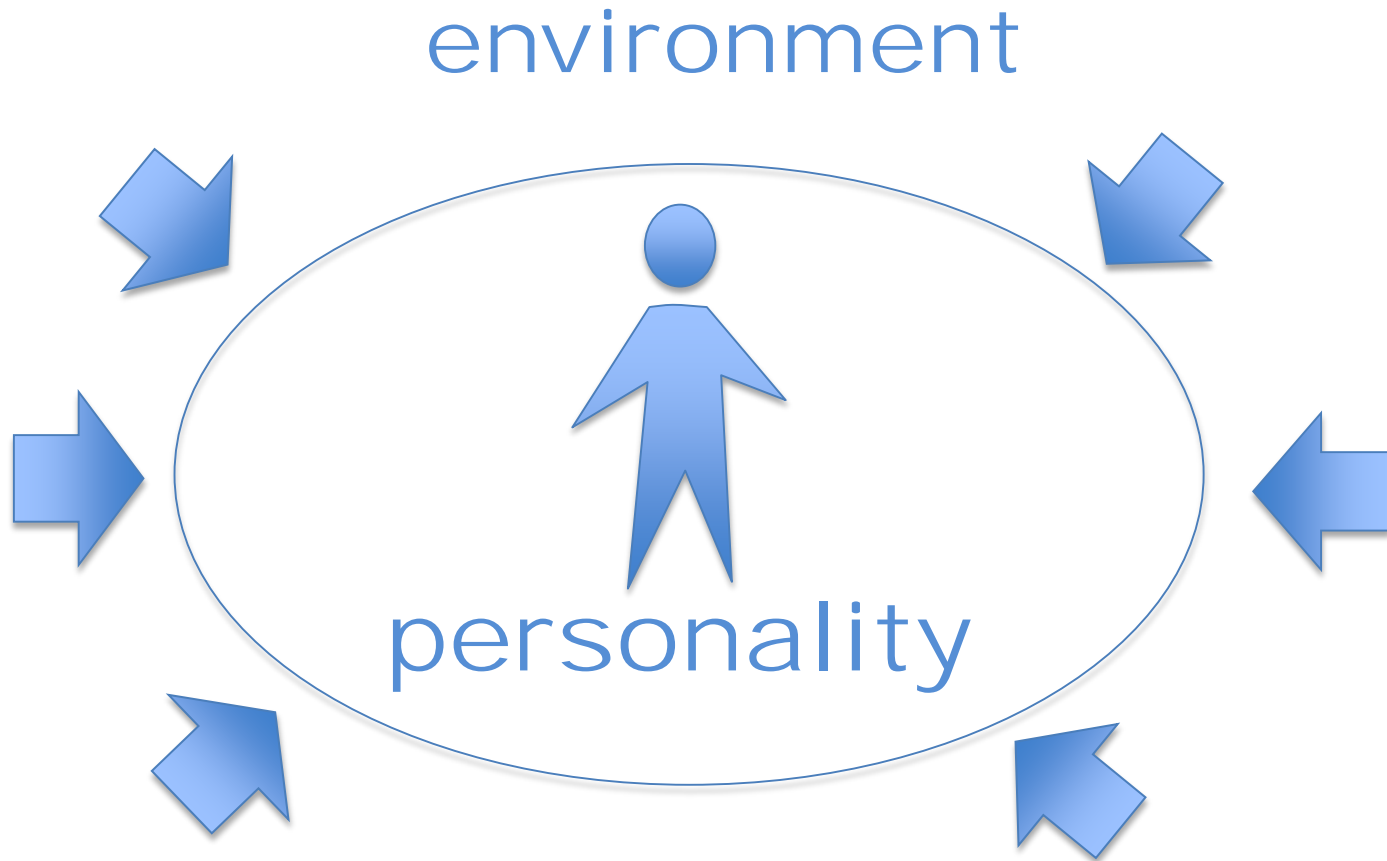
## EXTERNAL

- setting you are in
- people you are around

## INTERNAL

- expectations
- pressures
- opportunities

Force field - all the influences  
within an environment



# Work Environment

co-workers

deadlines

stress

rules

**job roles**

**pressures**

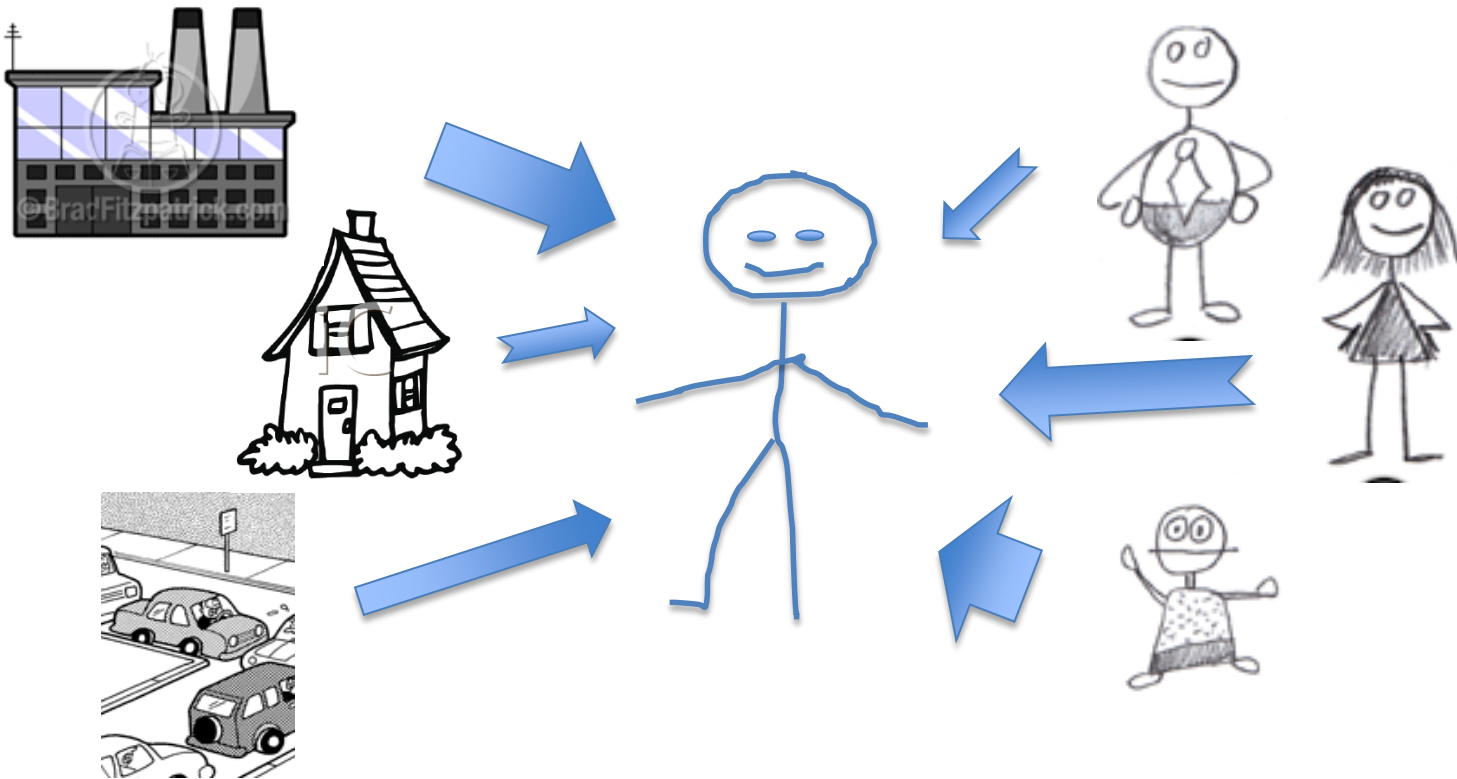
personality





# EXTERNAL environment

- setting you are in
- people you are around



# Personal Environment (family/friends)

family members

school

home  
care

friends

personality

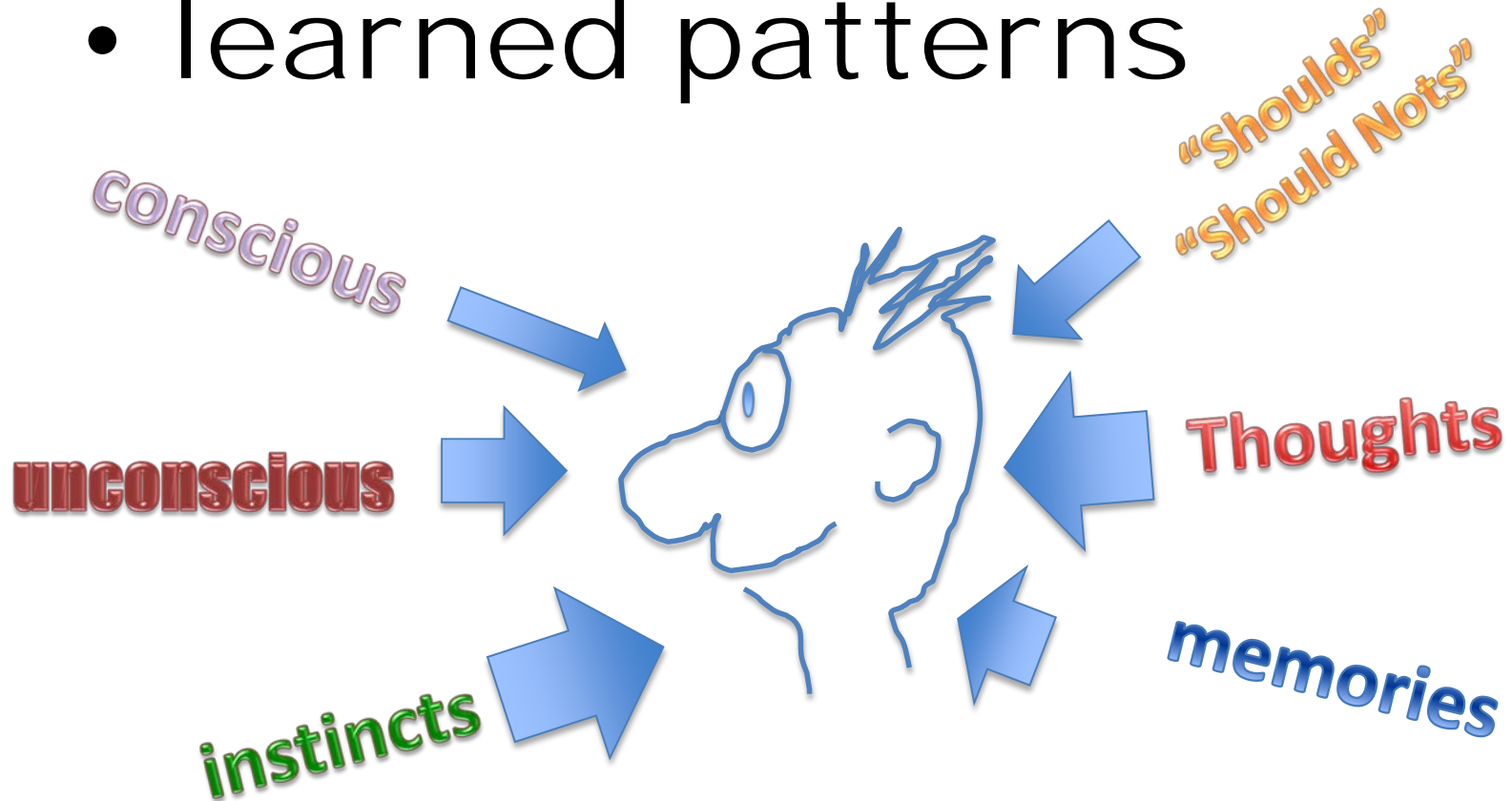
**family  
roles**

**finances**



# INTERNAL environment

- thoughts
- self talk
- learned patterns



# INTERNAL environment

- thoughts
- self talk
- learned patterns



conscious

unconscious

"Shoulds"  
"Should Nots"

Thoughts

MAY THE FORCE BE

WITH YOU

instincts

memories

“Luke, come to the dark side.”



conscious

“Shoulds”  
“Should Nots”

unconscious



Thoughts

instincts

memories