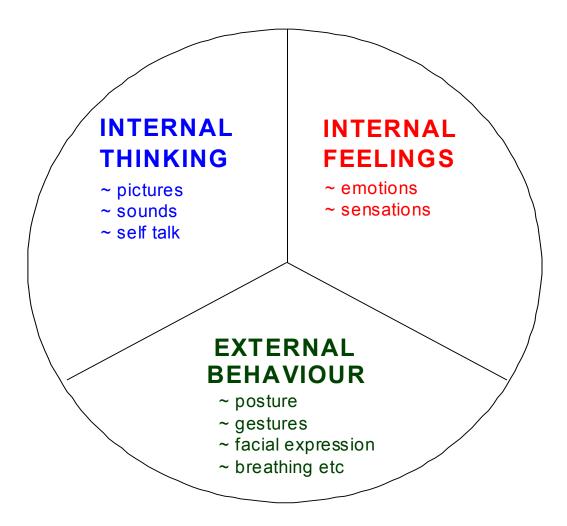


Understanding 'State' - the "Mercedes Model"



Our 'state' at any time is governed by an interplay of:-

- the content and qualities of our internal thinking (the pictures, sounds, and self talk we are running in our head),
- our internal feeling (our emotions, and internal sensations), and
- our external behaviour (posture, gestures, facial expression, breathing etc).

Often we are unaware of what we are doing when we experience a particular state. We can manage our 'state' to be more confident and resourceful by being aware of, and changing unhelpful internal processes, and external behaviour.