Goals setting.
Where you want to go?

Lidia Rauramo, Anna Dementyeva





# 1. Goal setting prerequisites.



#### Why/how set up goals?

Vague objective	Clearly defined objective and a focus on process	Obsessive desire to achieve a goal while ignoring the process
Confusion, procrastination, time and energy wasted on meaningless tasks	FLOW	Fixation on the objective rather than getting down to business

<sup>\*</sup>Héctor García and Francesc Miralles, Ikigai

#### Exercise 1.

Discuss in groups how independent is your thinking?



#### Exercise 2.

People's tree exercise.





#### The people's tree



#### Exercise 3.

Vocational map.





### Vocational map\*

1. Write down all activities that you do for their own sake and activities that make you feel alive.

#### 2. Score the activities from 1 to 3:

- 1: things you would like to do but don't get to do right now
- 2: things you would like to do more in your life
- 3: things you get to do enough in your life right now

\*Inspired from the tool developed by Lauri Järvilehto, PoP AVP, PhD

#### **Vocational Map**

Social Activity:

Conversation

Performance

Caring

Connecting

Teaching

Thinking:

Researching

Calculation

Programming

Reading

**Problem Solving** 

Creativity:

Creating Ideas

Invention

Writing

Painting

Playing an Instrument

Composing

Singing

Physical Activity:

Team Sport

Individual Sport

Roaming the

Nature

Strength Training

Dancing

Animals and Plants:

Gardening

Riding

Dog Training

Caring for Farm

**Animals** 

Administration:

Leading

Organizing

**Planning** 

Coordinating a

Team

Leisure:

Being with Friends

Playing Games

Traveling

Movies

Music

Theatre

Fine Arts

©Lidia Rauramo, Aalto Ventures Program

<sup>\*</sup>Inspired from the tool developed by Lauri Järvilehto, PoP AVP,

### Vocational map\*

3. Think how you will incorporate in your life more activities from 1 and 2 part (write down few very practical actions).



# 2. How to set goals?

Stoicism was an ancient school of philosophy. It focused on how to live a virtuous life, to maximize happiness and reduce negative emotions.

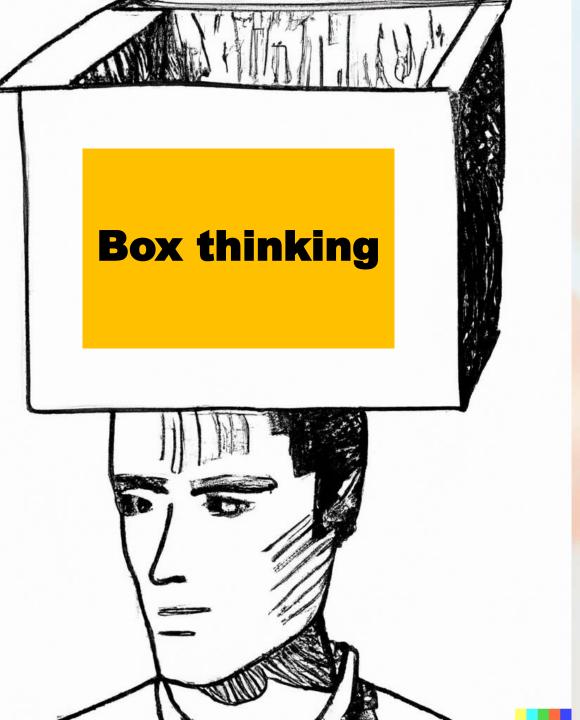
Tranquility and Joy

# "Some things are up to us and some are not up to us"

**Epictetus** 

#### Dichotomy / Trichotomy of control

Things over which we have complete control	Things over which we have some but not complete control	Things over which we have no control at all
Goals we set for ourselves, our values	E.g. winning a tennis match	Sun rising tomorrow
We should concern ourselves with these things	We should concern ourselves with these things, but we should be careful to internalize the goals we form	We should not concern ourselves with these things



# Box thinking vs. tree thinking

"Box thinking, or classification is useful for making immediate decisions about things, such as which outfit to wear or what film to watch, but it places severe limitations on our ability to process and interpret information and our ability to make complex decisions"

Dr. Camilla Pang, Explaining Humans

Box thinking vs. tree thinking



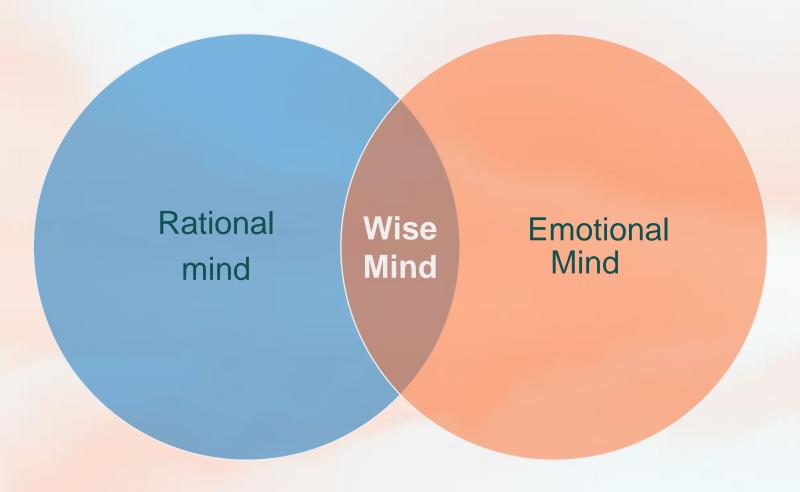
<sup>\*</sup>Dr. Camilla Pang, Explaining Humans

# A balance of operational goals and long-term goals is the best.

General notice – it is good to set up some small easier achievable goals as well. Accomplishing operational goals will bring you satisfaction and more confidence in your abilities. You need these confidence to approach harder bigger goals.

\*Range: Why Generalists Triumph in a Specialized World Book by David Epstein

#### The Wise Mind

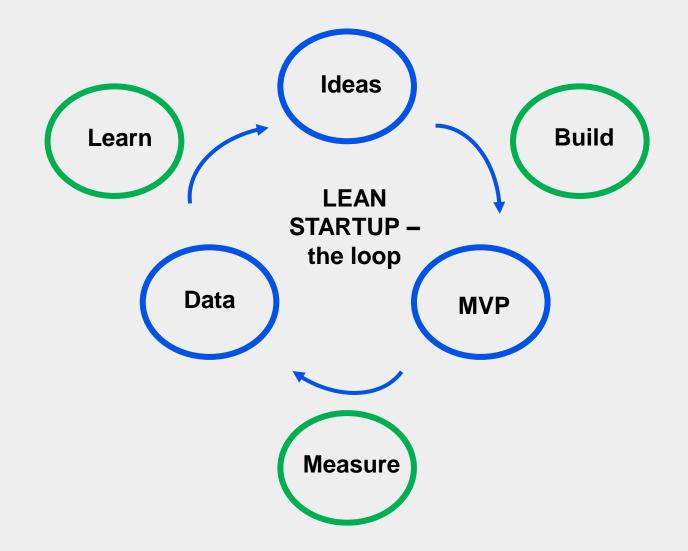


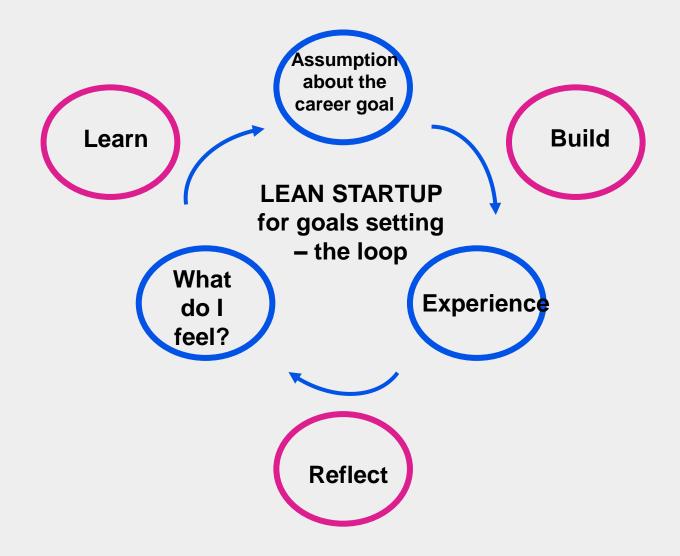
Effectuation is a decisionmaking framework used by entrepreneurs and business leaders to navigate uncertain and unpredictable environments.

\*https://effectuation.org/effectuation-101

#### Main principles

- Bird-in-hand Start with your means
- Affordable loss Set affordable loss
- Lemonade principle Leverage contingencies
- Crazy-quilt principle Form partnerships
- Pilot-in-the-plane principle Control the controllable



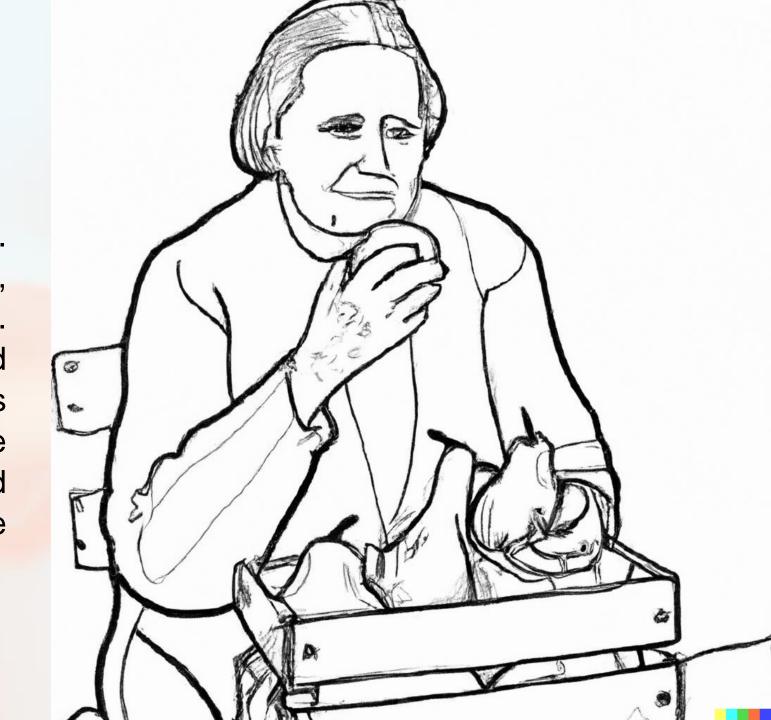


## MINDSETS TO BE ABLE TO DESIGN YOUR LIFE

- Curiosity
- Proactive approach
- Ability to step back and reframe the problem
- Trust the process
- Collaboration with network

# Delayed life syndrome

Woman got a box of ripe pears. She ate the rotten one every day, saving the best for tomorrow. Tomorrow the next one rot and she ate it. This action was repeated day after day until the pears ran out. As a result, the old woman did not taste a single good pear.



"What shall it profit a man if he gain the whole world and lose his soul?" Logic, intelligence, and reason are satisfied, but the heart goes hungry"

Watts, Alan W., Wisdom Of Insecurity

#### Exercise 4.

Presence.



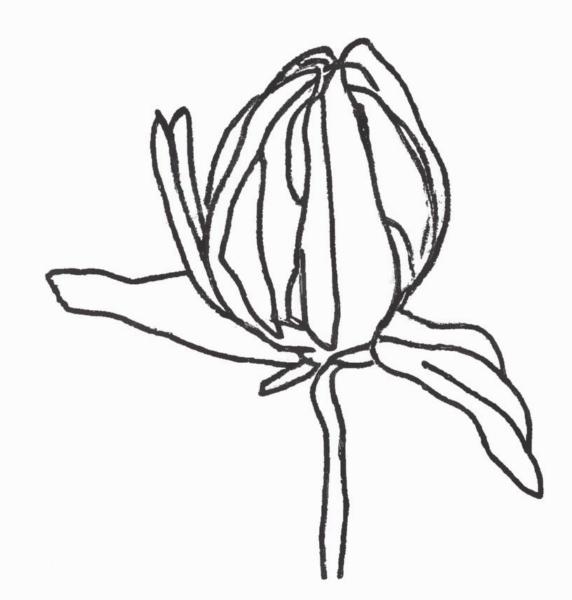


"We stopped being and started doing a lot of things, existing on a kind of autopilot that we could not turn off"

Tara Swart, The Source



#### **Butoh dance exercise**





# 3. Decision making.

#### Wise Mind in Decision Making:

- 1. Form a question
- 2. Activate the rational mind:
- 3. List rational benefits and drawbacks
- 4. Activate the emotional mind:
- 5. List emotional benefits and drawbacks
- 6. Sleep on it (do not skip this step!)
- 7. Make the decision

#### Decision making struggle

- the more options you have, the more difficult is to make a decision.

Overthinking is a direct way to anxiety and fear of starting doing.



#### **Learning from the student of GLE course**

"In the beginning, I struggled a lot with the routine, because I was overthinking and I was focusing more on what would be the best way of doing the routine rather than actually doing the routine. I spent time looking for different tools, templates, strategies, and mobile apps that could make the routine as efficient as possible for me, but I could not find a good tool, so I just kept stressing about it."

Sometimes you can use Occam's razor for your own thoughts. Think, is this inner dialogue fruitful for you now?

#### Learning from the student of GLE course

"In the beginning, I struggled a lot with the routine, because I

was ove the best the routi strategie efficient I just ke

Sometimes you can use Occam's razor for your own thoughts. Think, is this inner dialogue fruitful for you now?

vould be
v doing
mplates,
tine as
od tool, so

### Once the decision is done – stick to it.

As soon as you think: "I should do this instead of..." – you ruin your mood.

#### Homework

- Answer 4 questions in your learning diary
- Keep on with the chosen routine
- Define your Core exercise
- Do resource map (only after the Core exercise)

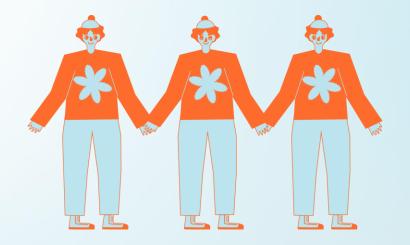


#### Attendance



https://link.webropolsurveys.com/S/4027315A000ACAF6





### Thank You!

See you next week 10.09

Find us:
Aalto Ventures Program











