



What are *your* conditioned tendencies?

	Conditioned Tendencies	Associated Behaviours
fight	move against	challenge, intimidate
flight	move away	avoid, procrastinate
freeze	play dead	mind goes blank
appease	move towards	people-please, perfect

Excerpt from “Unleash Your Leadership : How to Worry Less and Achieve More” by Alison Reid – Figure 2, Page 40

In my book, [“Unleash Your leadership : How to Worry Less and Achieve More”](#), I talk about how we’ve developed ingrained patterns of behaviour which we default to under pressure, sometimes known as conditioned tendencies.

Reflect on the following questions, and the table above, to consider your own conditioned tendencies :

- What behaviours do you identify with in the table above? Do you tend to move against, move away, move towards, or freeze? It can be helpful to notice your instinctive reaction when you feel threatened – for example, you may literally shrink (move away) or steel yourself for a fight (move against).
- What factors in your upbringing have shaped these strategies?
- In particular, what was your relationship with your parents like? What messages did you receive from them?
- Were you an only child or do you have siblings? What role did you play in your family?
- What about your experiences at school, in your wider family, in your community?
- What do you notice about how these strategies play out for you in your life and work today?

Print a copy of this page to refer to and help you raise awareness of how you behave when you feel under pressure.