

# Instructor Guide

UNIT/ORGANIZATION NAME  
OR EVENT

## PACE EHC Principles "Snipit": *Entrenched Thinking*

Date

Put Unit Emblem here

Presenters Name  
Presenter's Job title



Misc.



### Teaching Points

#### Teaching Points:

- Welcome and introductions
- Overview
  - This is a snipit of a principle from the Profession of Arms Center of Excellence (PACE) Enhancing Human Capital Course
  - Intent is 5-10 minute discussion of an EHC principle. Seek to apply to current work, home situation
- How this will flow:
  - An overview
  - Encourage participation
  - Ask questions whenever you like
  - Have fun



### Your Notes

#### Teaching Notes:

- Limit intro to 1
- Emphasize this is not EHC. Rather an opportunity to discuss as a group the principles.
- Encourage attendees to get familiar w/ resources on the PACE website:  
[www.airman.af.mil](http://www.airman.af.mil)
- If they really enjoy, invite to schedule an EHC course

# Instructor Guide

## MENTAL ENTRENCHMENT

- Our brains seek to make sense of what we hear and what we see
- We rely on previous education and experience to develop understanding
- However...once our brain draws a conclusion, it is very difficult to “see” it from a different point of view

This “Mental Entrenchment” can be very damaging to effective communication



Misc.



## Teaching Points

### Teaching Points:

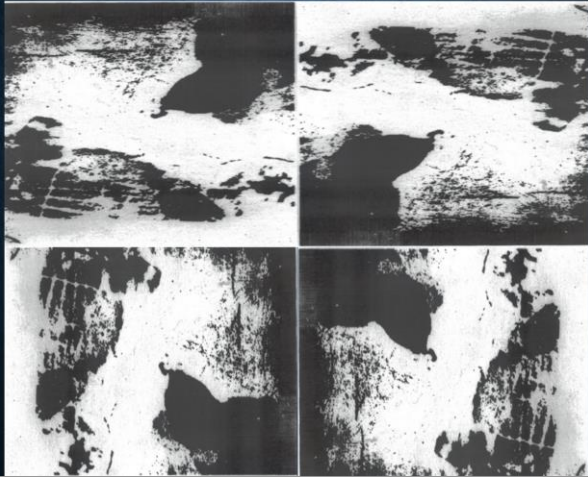
- Our brain tries to make sense of information – how we receive the information, how it is communicated, will impact how our brain processes things
- Once entrenched it can be very difficult to undo and make communication very difficult, especially with others that don't see the stimuli the same as you



## Your Notes

### Teaching Notes:

## WHAT IS THIS?



Misc.



### Teaching Points

#### Teaching Points:

- What is this?



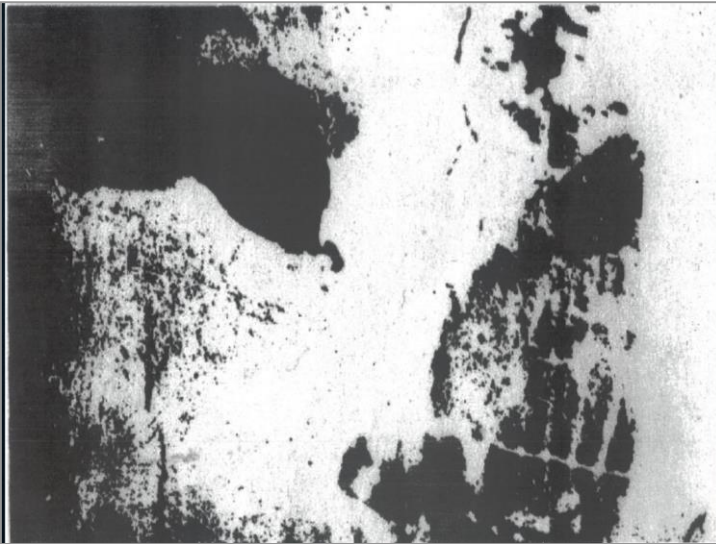
### Your Notes

#### Teaching Notes:

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Misc.



## Teaching Points

### Teaching Points:

- 1) Our brain tries to find the right “file” or “buckets” to make sense of the information

What is it?



## Your Notes

### Teaching Notes:

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Misc.



## Teaching Points

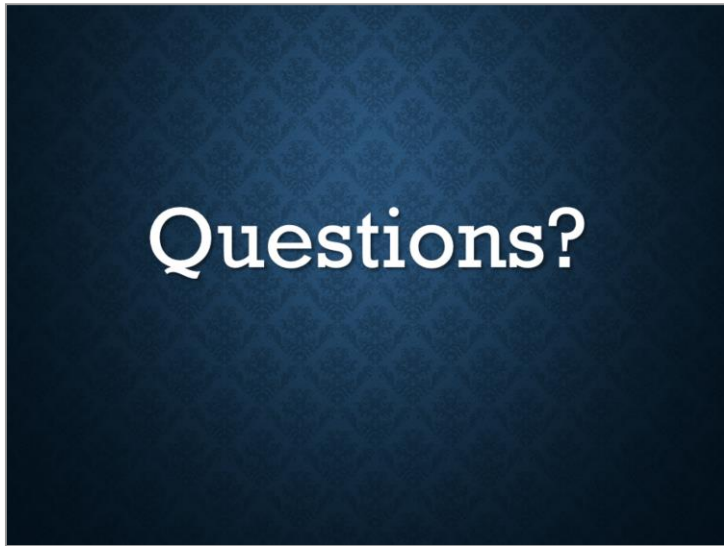
### Teaching Points:

- 2) Once our brain knows it is a cow, we will see the cow every time we see the picture
- Once entrenched it can be very difficult to undo and make communication very difficult, especially with others that don't see the stimuli the same as you. Can you imagine situations where mental entrenchments could be problematic?



## Your Notes

### Teaching Notes:



Misc.



Teaching Points

**Teaching Points:**



Your Notes

**Teaching Notes:**