

Driving Flow With Dopamine





www.imarketing.courses Today's Gameplan

- 1. Risk
- 2. Novelty, Complexity & Unpredictability
- 3. Insight
- 4. Embodiment



www.imarketing.courses Dopamine Triggers



- 1. Risk
- 2. Novelty
- 3. Complexity
- 4. Unpredictability
- 5. Insight
- 6. Embodiment



www.imarketing.courses The Truth About Risk

- 1. It Comes In Many Flavors
- Pain, Money and Reputation Are The Heavyweights
- 3. Risk Is Always Personal
- 4. Mortal Consequences Really Matter



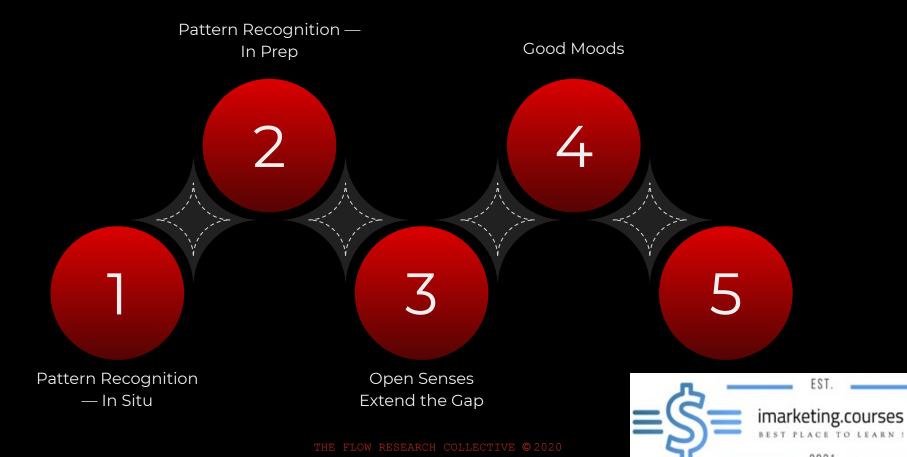
www.imarketing.courses Thoughts on Novelty, Complexity & Unpredictability

- 1. Routine v. Surprise (Cog. Load v. Dopamine)
- 2. Ideas Are Novel, But Novels Are Really Novel (Info v. Perspective)
- 3. Time in Nature



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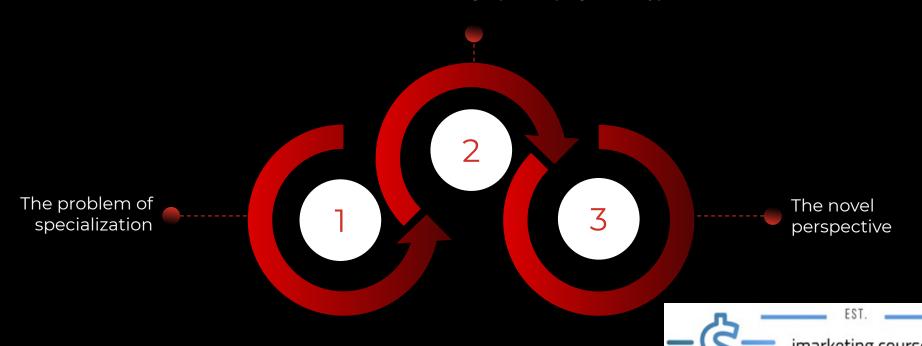
The Mechanics of the Creativity Trigger



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Feeding the Pattern Recognition System

The non-fiction advantage (25-50 pages a day)



www.imarketing.courses The Truth About Deep Embodiment

- 1. Learning Thru Doing
- 2. Glen Plake's Breakthrough
- 3. Visual System in the Driver's Seat?



www.imarketing.courses What We've Covered:

- 1. Risk
- 2. Novelty, Complexity & Unpredictability
- 3. Insight
- 4. Embodiment



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Exercise

Do A Dopamine Check

The Dopamine Trigger Spectrum

Do I need to pluck the dopamine triggers, or ease off?

Example: Dentist dialing up the dopamine triggers, entrepreneur dialing down dopamine triggers.

