

# **THE SWITCH**

## **THE SCIENCE OF CHANGE**

A GUIDE FOR PROFESSIONALS  
DRIVING CHANGE EFFECTIVELY  
ON EVERY LEVEL

Everything that needs to change  
to favour change

Authors: Fabio Sinibaldi and Sara Achilli



Published by Real Way of Life  
Copyright © 2019  
[www.realwayoflife.com/en](http://www.realwayoflife.com/en)

Copyright © 2019 Fabio Sinibaldi and Sara Achilli

No part of this ebook / book can be reproduced or used in any way or in any form electronic or mechanical without the prior consent of the author.

It is expressly forbidden to pass on this book, either on paper or electronically, either for money or for free.

The author may grant permission to reproduce a portion of not more than one fifteenth of this volume in response to a request to: [staff@realwayoflife.com](mailto:staff@realwayoflife.com).

Disclaimer: the information in this guide is for information only and does not replace any medical or psychological treatment . The author does not guarantee the achievement of specific results for personal growth or change since these are closely tied to the personal determination and efforts. If you suspect you have certain problems such as physical or psychological disorders, you should speak to specific professionals. The author accepts no responsibility for any loss, injury or damage that may arise from any information published in this book. The reader is solely responsible for any decisions about their medical and psychological care.

# CONTENTS

<b>INTRODUCTION</b>	<b>15</b>
<b>Science Vs the magic of change</b>	<b>15</b>
<b>PART 1 – What needs to change: SWITCHES</b>	<b>19</b>
<b>Behaviour, change and health</b>	<b>21</b>
A broader take on interdependence	21
Behavioural Hierarchies	24
Enabling Change	30
What are switches and what is their source?	33
<b>Switch Group n. 1 CORE</b>	<b>41</b>
Neural Plasticity, Energy Metabolism and Epigenetics	41
1.1 The three levels of neural plasticity and energy availability	43
1.1.1 <i>The intracellular level</i>	43
1.1.2 <i>The intercellular level</i>	45
1.1.3 <i>The extracellular level</i>	46
1.2 Energy, Efficiency and Physiology	47
1.2.1 <i>A metabolic outlook</i>	48
1.2.2 <i>The role of oxygen</i>	50
A first integrative technique: Crossed Cycles Breathing	52
1.3 All down to (circadian) rhythm	57
1.4 In summary	60
<b>Switch Group n. 2 SYSTEM REGULATION</b>	<b>65</b>
Scientific psychosomatics: Inflammation and Allostatic Load	65
2.1 Worried mind: inflamed brain – inflamed body	66

2.1.1 <i>Origins of the emotion-trauma-infection connection</i>	68
2.1.2 <i>Depression or sickness behaviour?</i>	71
2.1.3 <i>Initial suggestions for practical application</i>	72
The surprising power of the Microbiome on Mood, Behaviour and Health	73
2.2 Stressed to the limit: where flexibility ends and starts to take its toll	75
2.2.1 <i>Different degrees and levels of physical and mental suffering</i>	76
<b>Switch Group n. 3 ADAPTATION</b>	<b>81</b>
Networks & Hubs: emotion and behaviour management headquarters	81
Emotions: a scientific and updated interpretation	83
3.1 The danger-and-resource-analysing switch	87
3.2 A switch to analyse the environment and to set personal objectives	92
3.2.1 <i>Predictability, age and mastery</i>	96
<b>Switch Group n. 4: Social Switches</b>	<b>101</b>
Evolutionary relationships, Social and Primary interpersonal systems	101
4.1 Attachment and other inter-connected areas	102
4.1.2 <i>Changing perspective: Detachment</i>	104
4.2 The power of synchrony and context in emotional-interpersonal dynamics	105
4.3 Tolerance towards ambiguity and social engagement skills	109
4.4 The importance of constructive aggression	111
Emotion Modulation technique: anger and aggression	112
Ancestral Needs	120
<b>Switch Group n. 5: Flow Switches</b>	<b>129</b>
Natural Flows: autonomous, interdependent and integrative idea, thought, movement, posture, language routes etc.	129
5.1 Creative flows: schemas and rhythms	131

Two techniques to regulate thought flows: Mind O'Clock and Turn your Mind	134
5.1.1 <i>Self-assessment and improvement</i>	137
5.1.2 <i>Knowing how to change your mind</i>	138
5.1.3 <i>When we tell stories about ourselves and tell ourselves stories</i>	142
5.1.4 <i>Points of contact between creative, postural and motor flows</i>	144
5.2. Movement and postural flows	145
5.2.1 <i>Freedom of movement= emotional and mental freedom</i>	145
Isometric Emotions	147
Interpersonal Accommodation	151
5.2.2 <i>Physiology of emotional movement: the devil is in the detail</i>	154
5.2.3 <i>Further suggestions for application</i>	156
5.3 More Flows	158

## **PART 2 – Having everything under control: KNOWING WHERE AND HOW TO INTERVENE** **161**

### **Having everything under control through an inclusive and operational programme** **163**

#### **The Functional Integrative Patterns** **167**

Behaviour: its origins, use and ending	167
3 Macro-areas of Functional Patterns	168

#### **THE 8 PHASES OF THE PATTERNS: basic functions and integrative processes** **171**

The start of everything: from detection to evaluation. 4 phases that are often incorrectly separated	171
Modular breakdown technique	174
Resource Balance + Reconsolidation Techniques	178
The importance of what happens first: Forecasts and Preconditions	181
Reboot Techniques	186
Moving on to action: from reflexes to full control	188

From rest to added value: adaptation, recovery and development	190
The Emotional Buffer Technique	195
<b>CONCLUSION: Change designers and coaches</b>	<b>197</b>
<b>Change designers and coaches</b>	<b>199</b>
A concise work model	201
<b>Let's keep in touch</b>	<b>209</b>
<b>Discover more</b>	<b>211</b>
<b>Bibliography</b>	<b>213</b>