



mentaga[®] **GOLF**

Mentaga Benchmark Profile and Personal Training Plan

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- confidential -

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Content



Introduction

The relation between mind and technique in golf.



Mentaga Benchmark Profile

Interpretation of your results on the 18 dimensions of the mental game when compared to top performers.



Personal development plan

Personal development plan' the writing could read 'Overview of how to develop you behaviour patterns and specific tips and exercises to help you improve.



Contact

Imprint and contact information for all questions.

Introductory Notes

Thank you for completing the Mentaga Benchmark Questionnaire. This report benchmarks you against the proven mental approach of professional golfers and low handicap players. It highlights areas of strength and areas for development, offering specific tips to help improve your approach to the game. The results also provide insight to how you are in other parts of your life.

'I am able to control only that which I am self aware. That which I am unaware controls me. Awareness empowers me.'

Golf is a fascinating sport in many respects. As golfers we must contend with many elements in order to play successfully, some in our control and others outside it. Golf is not as physically demanding as other sports which allows many types of players with different physical builds to compete. This means golf has a strong mental element to it moreso than other sports.

In addition, by analysing how people behave on the golf course we get a good insight into how the individual behaves in other parts of their lives. The person who has weak knees at the first tee, will also get nervous before significant professional tests or exams. The person who tends to throw his club after an unsuccessful shot on the golf course, will also tend to slam the door if something goes wrong at home or at work. By becoming self aware of our own style it helps us understand what makes us successful and what may hold us back from achieving our goals.

'The mind is key, but where is the key to the mind?'

If we assume it takes approximately eight seconds for the immediate preparation (pre-shot routine) for a shot, and two seconds to swing and hit the ball, then overall we spend only about 15 minutes in the 'shot phase' over a round of 18 holes (with an average of 90 shots). If the average round takes three and a half hours then more than 90% of time on the golf course is spent interacting with your fellow players, and more frequently mentally analysing the shot just taken and how you approach the next stroke. The time spent mentally analysing performance significantly affects the mental state of the individual when in the 'shot phase.' Also the mental state significantly influences the quality of execution of your shot. In summary, if two golfers have comparable technical abilities (swing and technique) it is the mental abilities of the individuals that will decide a competition.

'The golf ball provides perfect feedback. It ends up exactly where the golfer puts it.'

From the technical point of view golf is an extremely ambitious and precise sport and of course a solid technique is necessary so that the mental aspects are completely effective. However, every golfer, after professional instruction from a teaching pro and with corresponding practice, succeeds with a technically correct hit at least sometimes. This shows everyone that the difference between being able to hit a ball consistently well lies in the mental set-up and approach to each shot. If the mental aspect is poor it may prevent the technically correct shot from being repeated time and again when we know this is well within our current abilities. A good example is when golfers lament that they hit the ball well at the driving range however fail to translate that to scoring well at the golf course. This applies more significantly to the short game where certain techniques can be learned for chipping and putting, however it does not demand the same athletic pre-requisites as the full swing. As we spend about 60-70% of shots on our short game this highlights again it is essentially the mental game that decides the score. The good news is:

everyone can improve their mental abilities

The bad news however, is to make the most of this information and improve your game you have to practice. Unfortunately there is no 'quick fix' to immediately improve your mental game and to claim the existence of such would not be honest. How effective the practice is and the time it takes to improve varies greatly from person to person. Expecting quick results will certainly lead to disappointment, which in turn will reduce the overall effectiveness. If you work with this report with the necessary determination and discipline, positive results will inevitably be reached. By being self-aware of the mental aspects that make you successful and that may hold you back from performing you are better able to focus your development efforts.

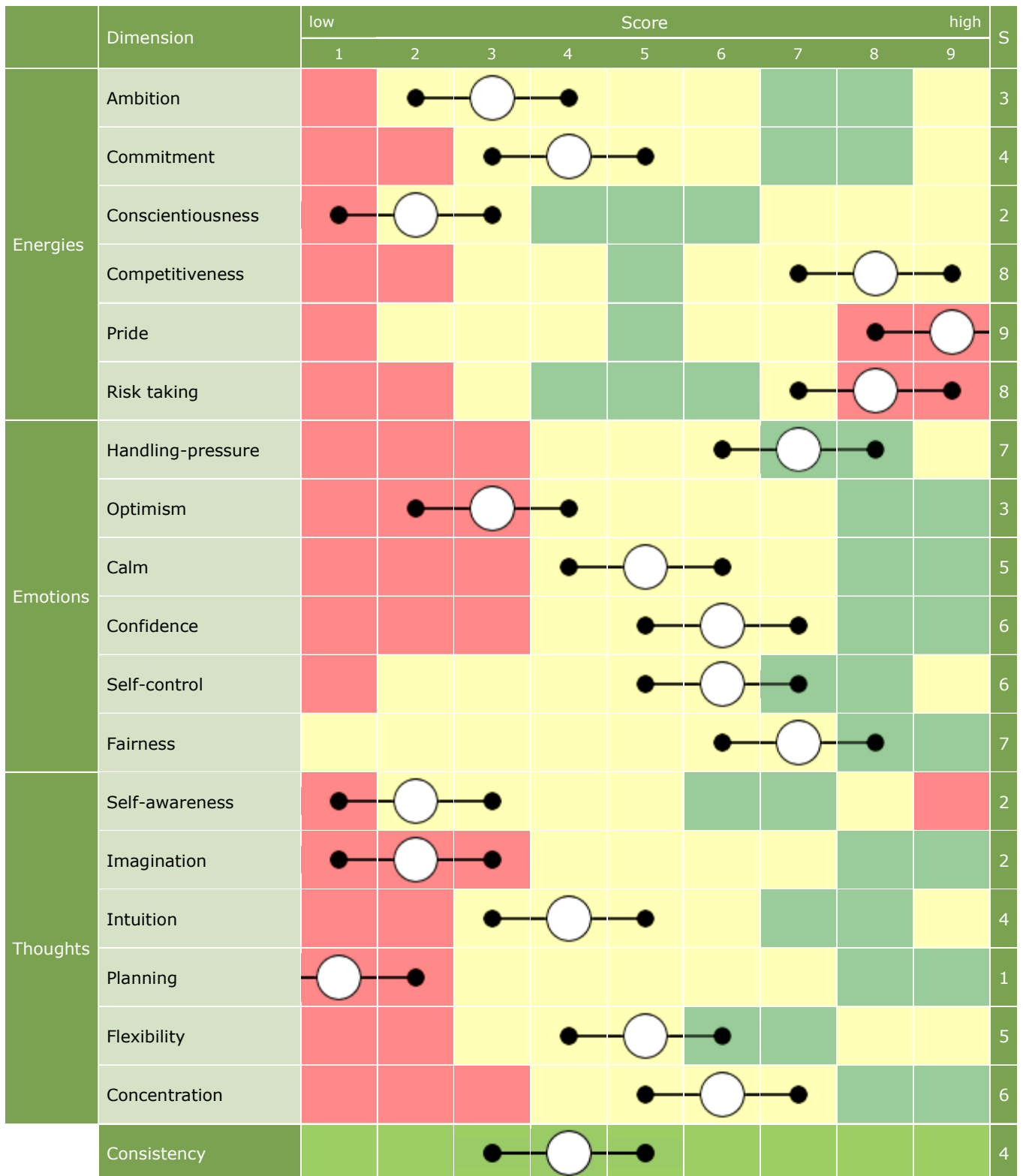
It is important to your success that you take your training plan as a starting point in order to work on. Of course we recommend working on just one aspect at a time!

The report you now have is based on the personal mental processes which significantly impacts on your current game. The report should give you an understanding of the different mental aspects in golf and encourage you to analyse your own personality and behaviours in this setting. Consequently, your identified strengths will create the safe foundation which will help you work on your identified development areas.

By effectively improving your mental game you should therefore improve your score and gain more enjoyment out of the game. You should also be more aware of how you approach other parts of your life which we hope will give you new perspectives on life to help achieve your goals outside the golf course. We look forward to hearing your stories.

'Change follows naturally and unforced once quality feedback or input is received.'

Benchmark Profile



Results compared against 3265 people, Point distribution: 92%, Process time (min): 6

Color Key: ○ your result, ■ good golfer, ■ weak golfer

Mentaga Benchmark Profile Intrepretation

Your mental benchmark profile on the previous page is the result of your Mentaga Questionnaire. In this assessment you have expressed how your preferred behaviours compare to others in how you approach the mental side of golf. The Mentaga model is made up of 18 dimensions divided into three areas:

Energy - This area provides information on the different motivation aspects about what drives you.

Feelings - this area describes the different sides to your feelings and emotions in different golfing situations.

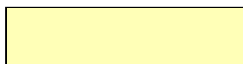
Thought - this area shows how you deal with intellectual information from different sources.

Zones

There are three zones on each dimension. Your score will lie in one of these zones.



Green zone - shows the characteristics of good golfers, if you lie here your mental game is similar to that of top players.



Yellow zone - shows your results is neither helpful or disadvantageous for improving your golf. Ideally you'd still like to be in the Green zone.



Red zone - represents a typical profile of a high handicap golfer highlighting an area of 'danger' that may impact negatively on your game.



Your result - the small 'antennas' on the white balls symbolise the tolerance area of the measurement. No measurement is completely accurate and the antennas specify the range your true value almost certainly fits.

Please note:

- On each dimension you have a score ranging from 1 (low characteristic) to 9 (high characteristic). Most people score between 4 and 6 on each dimension. In the far right column your result is also displayed as a number.
- On some dimensions both an extremely low and high characteristic is disadvantageous according to the zones e.g. risk-taking and self-awareness. For example, a good golfer balances the need to take risks with a need for caution.
- You will have variation on your profile between the zones - nobody is perfect! The profile will identify your strengths and weaknesses regardless of whether you are a top player or a high handicapper.
- All 18 mental dimensions have a significant influence on your game. It is about getting them in the right proportions.
- Under the profile the 'point distribution' value describes the percentage of the points you allocated overall when completing the questionnaire. For example if you always allocated the full six points in each block of statements in the questionnaire, you will have a 100% point allocation.
- If you were fully honest and open with the questionnaire you will now have a sophisticated personal profile. In the following pages, you will find an explanation of your results specific to you. Please note certain statements were deliberately worded to reflect a picture of you in as much detail as possible. To have a more in-depth feedback session please contact an Accredited Mentaga Coach, who will help you interpret the results and provide more advice and coaching specific to your needs. This can be conducted face to face or via telephone. If you find it more convenient we offer an online coaching service using email and/or teleconferencing. Please contact coach@golf.mentaga.com for more information on this service. Please note a nominal fee is charged for this service.

Consistency

You have answered the mentaga questionnaire with a similar level of consistency to most golfers. This suggests you have entered your details with the necessary level openness and honesty and have approached the questionnaire with sufficient level of care. This shows you are most likely to have an appropriate level of self-awareness, making your results as likely to be accurate and easy to interpret than most people's.

Energies

Ambition

Compared to others you do not expect a great deal from your own performance. You most likely chase your golf goals with limited ambition which may be the same for other parts of your life. You have low expectations of your own ability and rarely demand a real lift in performance. Your desire to actually improve your game is below average compared to most golfers.

Commitment

You practice as intensively and as frequently as most golfers. You only cancel other activities for golf if you think it is really necessary. You sometimes suffer from lack of motivation with golf. You are only sometimes ready to make sacrifices to make progress on your game. You can be quite keen and show a similar perseverance to others when you tackle goals.

Conscientiousness

You are less conscientious, tidy, disciplined and punctual than most. Your punctuality is sometimes variable and you noticeably do not need things to be perfect to be content. You most likely consider making detailed notes on a round of golf as unnecessary. The condition of your clubs may be of little interest to you as long as they look fine.

Competitiveness

You like directly comparing yourself with others when playing golf and in other situations. You find it difficult to imagine sport without competition. You prefer activities where the emphasis is on comparison with others. You happily accept a challenge. You may at times intimidate your opponent with your attitude in order to gain the advantage. Your need to win is highly developed.

Pride

You have a very strong desire for recognition, more so than most people. It is extremely important to you that others respect your performance and see you as a good golfer. You really like talking about your strengths and achievements. People who do not look up to you immediately may fall out of favour with you. You find it very hard to ungrudgingly recognise others' performances. You are extremely proud of what you have already achieved or believe can still be achieved.

Risk taking

Compared to others you love taking risks and often play by the motto 'it's all or nothing.' If there is no thrill in the game you may become bored quickly. You often play high risk shots you know will only work if you are lucky. You are more likely than most to trade off a safe option shot for a spectacular shot, being more prepared than others to take risks more often.

Emotions

Handling-pressure

You remain more relaxed than others in important situations. Stage fright is foreign to you. You are not really scared of failing. You deal well with pressure, more so than most people. You may even need a certain amount of pressure to play better when it really counts than in practice. You are comfortable with the tension you feel before teeing-off.

Optimism

In some respects you are much less optimistic than most and may find reasons not to start something new. With your tendency to make your objections or pessimistic thoughts known, you can sometimes take away others enthusiasm. You are rather less likely than most to be good humoured and cheerful. For you, the glass is 'half empty'. In saying this you may prefer to focus on the realistic or detailed reasons why something may not work or go well. A small setback, such as a miss-hit, quite easily throws you off course and most likely has a lasting negative effect on your mood. You look to the future with more concern than others.

Calm

You feel as calm and untroubled as most other people. Stress is not a serious problem for you. It may take you some time to relax but you are as likely as most others be able to properly switch off. You get as nervous as most others in situations on and off the course.

Confidence

You have a typical opinion of yourself and are generally self-confident. You can imagine your success and assume with some probability you will achieve everything you take on. Your present self-confidence levels sometimes allow you to laugh at yourself when others do not join in too loud. You have similar doubts in self confidence to most.

Self-control

You are as likely as most to show self control and hide your true feelings. You have your own temperament and moods more firmly under control than others. It is quite difficult to tell how you feel on the golf course, even after a successful or poor shot. You typically would not have outbursts or throw the away your club in anger, however if you do, it is quite rare and will stun everyone else. You are mostly successful in striving for calm on the course.

Fairness

You place a higher emphasis on fairness compared to others. You consider a fair and honest relationship with others on the course to be very important. You dislike foul play on the golf course (and everywhere else). You find it very important to be seen as a good sportsperson. For you the end does not necessarily justify the means.

Thoughts

Self-awareness

You are not as interested as others in finding out about the strengths and weaknesses in your game. You are less concerned than most in analysing your game after rounds of golf, maybe giving it only some cursory thoughts. You may actually like to understand your own behaviour but only if it does not require much effort.

Imagination

Compared to others you almost never use mental images for your game. Therefore you may not make full use of your senses to help your game. You may find it difficult to play out different game scenarios in your mind. Therefore you can hardly imagine the perfect trajectory of the ball from hitting it until it lands. You may be more likely to associate with the statement 'hit and hope.' You are not as conscious as others of the immense influence of the mental image on your performance.

Intuition

You are as likely as most to balance using your intuition and careful considered thought in choosing shots on the golf course. In unusual game situations or positions, you may prefer to think twice than simply follow your instincts. You may not be known for your spontaneity.

Planning

Compared to others you may not know what you want to achieve in golf, so you are most unlikely to have planned clear and realistic goals. Your result suggests you are not target-oriented and methodical, so may be happy with what comes your way, or your current level of performance. If you do want to improve further the lack of planning is most likely holding you back.

Flexibility

You show certain openness to new ideas compared to most although you do not particularly enjoy trying out new techniques and methods for the sake of it. You are similar to others in that you are open to suggestions to a certain degree and can adapt to new situations quite well. You are not always on the search for ways to further develop yourself and take basic pleasure in learning. If things don't go according to plan, you do not tend to throw the tried and tested method hastily over board, but will be as likely as most to persevere with it.

Concentration

You can be as easily distracted as most people. When playing your golf shot and on the course in general you are rarely so focused that you can blank out everything else around you. At times you may find it easy to concentrate however you may find it difficult to do this consistently and on demand.

The comparison of your mental state review with the ideal golfer's profile has shown your strengths and weaknesses as follows:

Your strengths are:

- Handling-pressure

Your development areas:

- Pride
- Risk taking
- Optimism
- Imagination
- Planning

Personal Development Plan

Overview

The basic assumption of the Mentaga Profile is that you approach golf in a similar way as you approach other parts of your life. Consequently, your personality and mental state significantly influence your behaviour on and off the golf course. What happens on the course has an influence on feelings and emotions off the golf course. For example after a particularly good round, the euphoria can extend to other areas of life, so that a solution is found much more easily to would-be problems. On the other hand, after a completely messed up round, moods can be so bad that almost everything is questioned. How strong these mood swings reflect the characteristics is shown in the Mentaga model's feeling dimensions.

Why Change Fails

People exhibit a greater desire to change their behaviour in the following situations

- The more dissatisfied a person is with the current situation;
- The lower the expectation is that the situation will change for the better on its own;
- The greater the expectation is that a person's own behaviour can successfully change the situation;
- The more hope a person has that the changed situation will be better.

There is a natural tendency in us all to repeat and maintain behaviour, thoughts and feelings over time - to continue doing what we have always done. This allows us to make generalisations of persons behaviour, such as, 'she is always organised,' or 'he often turns up late.' In golf we note people's behaviour patterns such as 'she always thinks she will slice the ball,' 'he always scores poorly on holes 16, 17 and 18 holes,' 'he always holes a three foot put under pressure.'

There are different theories that attempt to explain this repetition phenomenon. Geneticists maintain we are forced to live a predetermined life, which is set by the blueprint in our genes. Behaviourism maintains our behavioural patterns are habits programmed or learned through repetition and what has been rewarded or discouraged in the past.

What is most important however is how we can change our behaviour which is complex and requires sustained conscious effort. Without a specific desire to change, you will not leave the familiar path or 'comfort zone' so we find changing our habits extremely difficult. As a result any attempt to change will make us slip back into what is familiar for us in the past. There are numerous examples of people doing this, including people failing to stick to exercise regimes, diets and other training programmes. In fact research in motor activity has shown that for someone to integrate a new motion into their 'muscle memory' the person must practice it approximately 1200 times in total for at least ten days before this movement is anchored in the subconscious so that the motion is carried out automatically and without conscious thought.

For the golfer this means the new swing movement must be practised a lot before it will become automatic. If this practise does not occur in a tournament the old, familiar movement patterns will be reinstated and the change process must then be started again from scratch

The same difficulties of changing a physical swing also applies to the mental aspects. You will not be successful by only practicing every now and then but instead only by practicing regularly. Saying this regularity is more important than frequency and frequency more important than intensity. The most important thing with a behavioural change is not what happens while you are learning but what happens at the end of the learning process and using what has been learned in a round of golf and in everyday life.

A successful change process is made up of two fundamental components. The first component is diagnosing what needs to be changed. The second component is planning and working at the change through repetition and practise. Only both steps together can bring success. It is a widespread misconception to accept that insight alone brings about change. Unfortunately it doesn't. This report gives you the first component by highlighting areas to change. It also gives you part of the second component by giving you a mental plan and exercises this change. Since behavioural change processes are so complex, the individual energy of each person will need to be looked at to see how successful they are at wanting to change their behaviour.

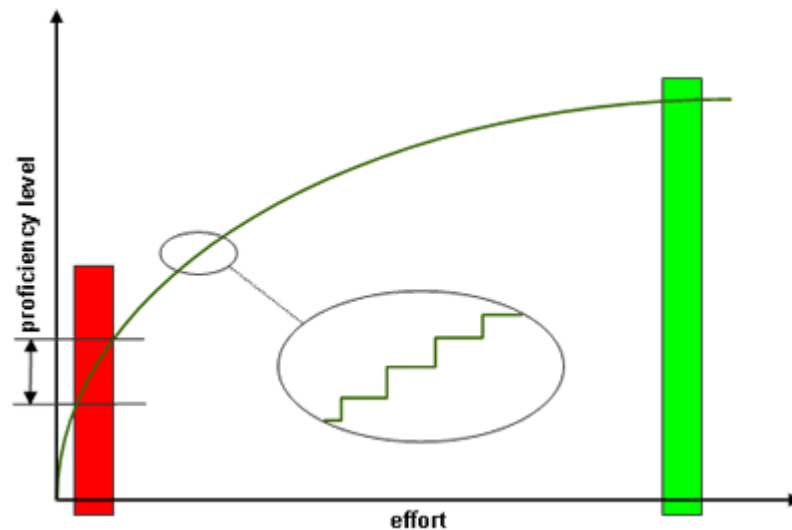


Figure 1: Behaviour Change Diagram.

Please see overleaf for an explanation of the change process and concepts contained in figure 1.

Change Process described

From a fixed point in time, each change process is what we call 'negatively accelerated development,' which we explain below. The below description refers to figure 1 on the previous page. If the current proficiency level of the relevant behaviour very poor, even a small effort to change will bring big results. If the current skill is already high the effort to change must be large even to make a small gain. An example of this is high handicappers often reduce strokes easily with practice, however golfers moving from a handicap of say 8 to a handicap of 4 requires much more effort and a longer time period.

The above concept is demonstrated well in figure 1 as well. The red bar represents a weakness on a dimension and the green bar represents a strength on a dimension. The thickness of the red and green bars represents the amount of effort made to change that ability or skill. As both bars have the same thickness the person is putting in the same effort to change each dimension. You can see in the red bar the same effort results in bigger changes than the same effort in the strengths. This shows that by concentrating on your comparative weaknesses - moving your scores from the red zone to the yellow zone - you will get greater benefits more quickly. However saying this we suggest you focus attention on your current strengths as well, as this will pull you through the change process.

It is important to note that changes do not develop as smoothly as the curve shows. Looking closely at the individual sections of the curve, the stair-like development can be seen in the section enlargement in the diagram. This shows change is made in small steps. With some changes - especially if you are reaching a higher level - you may at times go backwards or drop, which with sustained effort is followed by a big leap. Typically people revert back to their 'comfort zone' when they hit this first backwards performance however if they sustain their effort they will actually reap bigger rewards. Think of those people who start at the gym or try dieting after not doing any exercise and then fail to learn new behaviour patterns - they typically revert back to their former behaviour disillusioned and feeling poorly as they did not achieve their goal. With sustained effort they push through to the next level.

The Mentaga Profile's main focus lies on the aspects of the game that have little to do with the mechanics of the swing. There are other aspects that influence your game and will help you attempt change, physical fitness and diet come to mind. Unfortunately, golf is one of those sports where you play better if you are physically fit, but which will not make you suitably fit. The effect of reasonable cardiovascular training, special stretching and strength training will also impact on improving your round. The significance of an optimum diet and special fitness training for all aspects of your behaviour can not actually be overrated. You should carefully check whether you have previously dedicated enough attention to these aspects because almost nothing else will reveal quicker positive benefits in the short-term than optimising these areas.

It may sound strange but one of the greatest challenges when playing golf is to learn to actually have fun in the game. In this context you should determine why you actually play golf or what really counts for you. There are two tasks which are a good starting point to help clarify your objectives in golf and in other parts of your life. Try them in the first instance.

Planning

Task 1: Headline

Imagine you could decide on a maximum of three headlines of a large daily newspaper about changes you have made and what difference you have made to the world. Here you would not only specify the text but could also make sure that the text records real world events that have happened. In this way you can give complete free rein to your imagination. This does not only deal with golf but with what else you would like to change. Think about it over the next few days, but try to write at least one headline in the box below.

HEADLINE

Look at your headlines and ask yourself - 'what exactly are you currently doing to make this headline become a reality? What could you do? What would you have to change about yourself? Who would you have to include? When could it be done?

Task 2: How Others See You

Part one: Write down what you think other people say about you, or what impression you leave on them. List both the positive things and be honest about listing the negative things. This is confidential to you so be as honest as you can. Part two: Write down what you want others to say about you. What impression do you want to give? Some people like to think what their obituary may say. Exercise: What are the differences between the two lists? Would others agree? What are you doing to achieve the things in part two? We often have clients who take our 360 degree evaluation, where others rate you on a number of dimensions in a structured way. If you would like more information on this service please contact info@cut-e.com. This can be a powerful exercise to become a lot more self aware of how you interact with others in the world to see if you are giving the impression you want to give.

NOTES

What do you do at the moment to give people this impression of you? What would you have to change for this impression to be given? What importance do you attach to the game of golf in context of other things in your life? It may be you are one of those people are not actually bothered what others will think about them. This view can certainly be doubted for a number of reasons, yet if you believe this to be you then imagine the admittedly awkward circumstance - in one hour your life will be over. What would you do for that hour? If you wanted to live longer what would you do more of? Where would golf come into that? These thoughts may seem very drastic to you but are good to get a clear idea of what is really important to you.

It helps you assess in a considered manner what is really important to you and what you expect from your game.

Motivation

Take a few minutes and write in the box below the reasons and motives behind why you play golf. For example: to be outdoors, to be better than others, to be admired, to prove something to yourself or others, to spend time with friends, to make friends etc...

My motives for playing golf are:

Now rank these reasons in order from most to least important.

My main reason for playing golf is:

Objectives

The difference between a motive and an objective is that an objective has an exact describable end. You can say if you met your objective or not. For example a motive would be 'I want to improve my handicap,' however an objective is 'I want to reduce my handicap from 18 to 10 by the end of summer.' It may also be 'to play a round of golf with friends at least once a week.'

Write your golfing objectives for the next 12 months in the box below. Be as descriptive as possible and write it so in 12 months you can say if you have achieved it or not. Be as realistic as possible with your objectives in the context of your motives, without making them too easy.

My golfing objectives for the next 12 months are:

On the following pages you will find a series of tips, which will help you to achieve your goals based on your responses to the Mentaga questionnaire. These tips come from our database, which is constantly expanded and revised. The tips are written by sports psychologists specifically to address the issues your profile describes. Based on your strengths/weaknesses profile, the mentaga system can search for the tips, which will have the greatest use to use according to your current mental review using the mentaga introscope.

Each tip is made up of three sections. Firstly each tip has a clear name. Secondly the mental dimensions the tip relates to are listed. Third comes the actual tip. There are a large number of tips in the mentaga database. Since your game affects your everyday life, but also everyday life affects your game, not all tips will have something to do with golf. Therefore there is a series of tips or daily tasks which will have a lasting effect on your game that are carried out off the course. You may already have come across these tips in a similar form somewhere else. What is important is that the tips here have been selected by the mentaga system as the most useful to you.

Tip:	Risk Assessment
For:	Excessive risk-taking

How do you decide which shot you will to play in difficult situations? For example let's assume you are confronted with a long shot over water. Your high willingness to take a risk will often prompt you to attempt the difficult shot with higher chance of failing instead of choosing a safer yet less glamorous or exciting alternative shot.

What decision criteria have you previously used to decide if you should take the safer option to get the ball on the green to ultimately shoot lower scores? We help explain risk versus safe option below that will help you better decide whether to take a safe or risky option. The results can be quite surprising to most people. Risky option Assume there is a 60% probability your shot over the water will be successful. This means out of ten shots you make you will successfully play your shot over the water six times but also the ball will land in the water four times. In addition when you fail there is a penalty shot for going in the water and then the resultant second shot to get it on the green. So, in 10 goes to get the ball on the green using the risky approach you can add the shots below Successful onto green with one hit – 6 shots Failed shots – 4 shots Penalty shots – 4 shots Second shots – 4 shots Total Risk shots – 18 shots Safe option With the safe option, you need two shots to successfully go over the water - since you play safe with the first shot you then have an easy second shot. Therefore, with 10 goes at the safe option you would need 20 shots in total if you always chose the safe option. Total Safe shots - 20 Conclusion With a probability of success of 60%, with 10 attempts you have gained just 2 shots net if you take a risky shot compared to the safe option.

If your probability of success in making a shot is less than 60%, then the risky option offers NO advantage more net compared to the safe option. If your probability of success is less than 50%, you on average lose shots using the risky option.

If the risky option also includes the danger of hitting out of bounds, you must still calculate the loss in distance as an additional shot. You then need a probability of success of at least 70% so that the risky option is worthwhile with 10 attempts compared to the safe option.

Check your probability of success for specific shots on the driving range with playing the shot 10 times and honestly identify the number of actual successful shots.

In future, before considering playing a risky shot again instead of the safe option, bear in mind that your probability of success should be at least 60% with shots over the water or hazard and at least 70% if there is the danger of hitting out of bounds or into a difficult lie.

Many professional golfers do not use this type of exercise to decide the risk/reward of their shot. Over the years they have built up an intuition as to the shots to play, however when they are shown this exercise a lightbulb often goes on in their mind. As golf is about probabilities and numbers they are quick to latch onto it as a way to help decide the risk. After practicing this a few times it becomes automatic.

Tip:	Walking Around
For:	Lack of imagination, low tranquility
<p>Go around the golf course in the morning before it opens or in the evening after it has closed, or at a time with the fewest possible number of people on the course. Walk over five holes, 1 Par 5, 3 Par 4's, 1 Par 3. Do not take any clubs with you. Wear your normal golf outfit and golf shoes.</p> <p>Do this exercise alone. Approximately 10 minutes before you set off, you should listen to music which you find particularly relaxing. When you get to the course get out of the car and begin your walk. Do not use a walkman to listen to music while walking, but deliberately walk slowly and try to think of nothing else. This exercise should give you a contemplative experience, and is aimed at putting you in a calm mood.</p> <p>During the walk make sure that you control your speed. Try to ignore potential distractions, for instance traffic noise. Walk each hole from the tee down the fairway to the green. Walk the line that ball would take if you were having a really good day.</p> <p>Pay attention to your thoughts and feelings during the walk. Feel the complete absence of any pressure to have to play well. Breathe especially deeply and evenly. Notice how the mental relaxation of this exercise also has a relaxing effect on your body. Replace your worst habit with a new better attitude right here and now.</p> <p>This exercise should help you relax more on the course.</p>	

Tip:	Pendulum control
For:	Lack of imagination, low intuition

Many of our actions, feelings and abilities are controlled to a high degree through images; either self-made images of past behaviour as well as images or visions of the future. This applies both in the positive and in the negative sense. To illustrate the effect of the visualisation, complete the following experiment:

Make a pendulum by attaching a ring or similar object to the end of a 15 centimetre long wire or string. Then hold the wire or string between your thumb and index finger and support your elbows on a base or against your body and leave the wire or string to hang down freely. Relax your arm and concentrate on the ring. Apply the 'target programming' principle, which means try to visualise that the ring now does what you want it to. You must not consciously move your hand, instead you should leave the ring to move itself. Try to relax as much as possible, switch off completely and concentrate on moving the ring. Proceed in the four following steps:

Step 1: Imagine that the ring is beginning to swing from left to right. Build up the expectation that the ring begins to swing, paint a picture in your mind. Register the first movements and subsequently imagine that the swinging movements get bigger and bigger. Notice how the pendulum automatically reacts to your thoughts and that whatever you imagine also happens.

Step 2: Now try to imagine everything in reverse. The movement begins to get smaller and smaller. Build up a picture of how the ring is quite still and firmly hold on to this image until the ring has come to a complete stop.

Step 3: Now imagine again that the ring starts to move but this time in another direction, towards you and away from you. You will see exactly what you want to see, namely that the pendulum always continues to swing.

Step 4: Imagine that the ring begins to swing in circles, in an ever clearer and bigger circle.

When you think in pictures your physical body reacts. The image of the movement in this exercise evokes reactions in the muscles that control the movement to do what you are thinking. Muscles can therefore be activated through thoughts.

Your 'target programmes' should always be positive and realistic. Only what you want to achieve can appear in your images. A target programme for a negative thought is unlikely to work. For example, if you tell yourself 'don't hit it in the water' this will increase the likelihood that this will happen. What happens here is the sub-conscious tends to block out the "don't" and instead visualise the target as the water. Appropriate targets are the fairway, the green and of course, the hole.

(Unestahl et.al., 1993)

Tip:	Target Programming
For:	Lack of imagination, lack of concentration

When playing golf it is important to use as many senses as possible including sight, hearing, smell and touch (it would be unlikely for you to use taste!).

Exercises to use all senses:

Driving and teeing off

1. Stand behind the tee and calculate the line and landing spot for the shot you will play off the tee. Then use your minds eye to visualise the shot in the air and see how it will land and roll. Adopt a relaxed and comfortable position, and take a practice swing. Imagine the noise that will happen when the club hits the ball, think of the crisp 'swish' and the clip of the tee. Now continue with your pre-shot routine and take your shot.

Long and short irons The exercise above can also be used for long and short irons.

Short game and putting

1. The short game is where you play about 40% of your shots, however most people only spend about 20% of their time practicing. The short game is also where you will win or lose games or strokes, so is most open to the mental processes of the mind. For example, think of the times you have missed a putt you know you should have made, but before leaving the green you practice the same putt in a relaxed almost indifferent manner and it almost always goes in. This highlights the fact the short game is most affected by our mental processes, as we know it is the least physically demanding part of the game. The key things in short game is visualising and relaxing. Below is a process you may want to try. Step1: Analyse your putting line taking into account the roll of the green. Also pick a spot two feet in front of the ball on the putting line to help you line up your putt. Then visualise how the ball will roll along the desired line and drop into the hole. Will you hit it hard or soft? How will it land into the cup? Will it drop almost dead into the cup or will it hit the back of the hole? What sound will it make when it goes in? The key is to have a clear idea in your mind the ball will travel.
2. Step2: Adopt your position as usual, visualise again how the ball follows the line and rolls into the hole. Additionally strengthen the effect by again imagining the sound, the ball makes as it drops into the hole.
3. Step 3: Before you finally putt, see in your mind's eye how you will walk up and remove the ball from the hole, and imagine at the same time the feeling of a successful putt. Now putt.

If you concentrate on the task and visualise what you actually want to see, your brain may not be able to distinguish between reality and visualisation. This means that after 'target programming' you can ensure the body is relaxed to give you the best chance of getting the ball in the hole without destroying any self-confidence. Remember to keep relaxed and not clutter your mind.

(Unestahl et.al., 1993)

A few comments to conclude:

The majority of people want to be someone they are not. The secretary wants to be a model, the lawyer a politician, the person with a handicap of 20 one with a handicap of 10. Nervous people want to be calmer, shy people want to be more assertive. Most people worry more about how other people behave or what they have and all too easily overlook what assets lie directly hidden within them. In this setting, be happy with your strengths. You have unique properties which many begrudge you. Have faith in your strengths when following your objectives.

On examining your weaknesses you should take into consideration that this deals with a snapshot. It is up to you to make and implement the desired change. Insight alone and mere interest will not effect a change. Be precise in your intention. Actually write your motives and objectives. Discuss your intentions with a trusted person. Make records on your progresses. Document partial successes and also failures. It only seems that doing nothing can save you from obvious failures because in hindsight, doing nothing always proves to be the greatest failure. Consider failures as the most valuable source of information to reorganise yourself and to get back your clean swing. You should carry out a repeat assessment in at least a year's time. mentaga will provide you with a specific change report, which documents your personal progresses and offers specific tips, which take into account how quickly you are changing.

The same properties, which have a negative effect on your game, quite probably also negatively effect other areas of your life. To become a better golfer, you must also become a "better person". At this precise moment, you are in exactly the right position in your development because you have trodden the path to get here. You must decide which path you take further. It may make sense to choose a path, which brings you closer to your objective and may also make sense to sometimes stop for a second to check whether you are still heading in the right direction.

Have a good game!

Your mentaga team

Contact

With questions or suggestions in connection to your evaluation report, please e-mail us at:

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If you have questions on any psychological measuring techniques used and their attributes (reliability, validity), or are interested in using this technique for personnel development and selection in business, then please contact us at:

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