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A message from the counselor for international students no.6

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The Power of Words

Imagine the scenario that your football team is in a penalty shootout. One of your team's players is about to take a penalty which could win the match. In this kind of situation, what would you shout to the players?

Would you shout, "Don't miss it" or "Make it"?

According to a communication research, the ratio of missing a goal is higher when we shout, "Don't miss it", because our brain reacts to the word, "MISS" and we take the appropriate action according to the word, "MISS" which registers with our brain. If you shout, "Make it", the ratio of scoring a goal is higher.

Both sentences have the same meaning, however when our brain reacts to the words, "MISS" or "MAKE", the action will be different.

I conducted the following experiment. One person sits down in a chair, another stands behind them. The sitting person is required to stretch out his or her arm. The standing person says two kinds of messages.

The first message is, "Imagine, your arm is stretching out and out and your fingers are bending upwards. Yes. You're doing well."

The second message is, "Imagine, a nail is sticking in your palm. You are bleeding. It hurts. The pain is spreading to your arm. You can't support your arm."

The standing person checks the strength in the arm of the sitting person by touching the wrist. The result was that most pairs reported the strength in the arm was stronger during the first message than the second one.

This experiment also shows us how we are affected by words.

We become anxious about if we are going to perform well before we have an important presentation, an important job interview, match etc. Saying to yourself the sentence, "What shall I do, if I fail?" again and again would make your brain prepare for failure.

If you would like to utilize the power of words, saying sentences, such as "I can present my opinion calmly", "I can express myself clearly", "I can show the results of my daily practice" would be effective. The point is, expressing your ideal state in affirmative words.

Expressing your ideal state in affirmative words helps to overcome your fear of failure and enable you to perform well.

*I'm located in the Center for Health Services on Mondays from 10:00~17:00.

*To make an appointment, please contact the Center for Health Services. ☎:045-339-3153

*Previous messages are available on the ISC's webpage.