


The background of the slide is white and decorated with numerous realistic water droplets of various sizes. Some droplets are large and prominent, while others are small and scattered. They are rendered with soft shadows and highlights, giving them a three-dimensional appearance.

WHAT DO BRAIN SCIENCE AND PSYCHOLOGY TELL US ABOUT VULNERABILITY?


PAULA ROSS
PSYCHOLOGIST



*What makes you vulnerable
makes you beautiful*
Brene Brown

*Vulnerability is the birthplace of
innovation, creativity and
change*
Brene Brown

Vulnerability is strength
Cheryl Strayed





VULNERABILITY


- EASILY HURT OR HARMED
- CAPABLE OF READILY OR QUICKLY SUFFERING DETRIMENT

REDUCTION IN

- ABILITY TO PROTECT OR DEFEND AGAINST THE CHANCE OF INJURY OR LOSS
- ABILITY TO COPE WITH THE NEGATIVE CONSEQUENCES OF INJURY/LOSS



DIMENSIONS OF VULNERABILITY

- A PERSON'S OVERALL MENTAL AND PHYSICAL CAPACITIES
 - A PERSON'S CIRCUMSTANCES
- 

Internal
Factors



External
Factors



Reserve
Capacity

y



ADVANCED AGE

PHYSICAL DISABILITY

ILL HEALTH

COGNITIVE IMPAIRMENT

MENTAL HEALTH PROBLEMS

LEARNING DISABILITIES

SENSORY IMPAIRMENT

DEMENTIA

ACQUIRED BRAIN INJURY

COMMUNICATION DIFFICULTIES

COMPREHENSION DIFFICULTIES

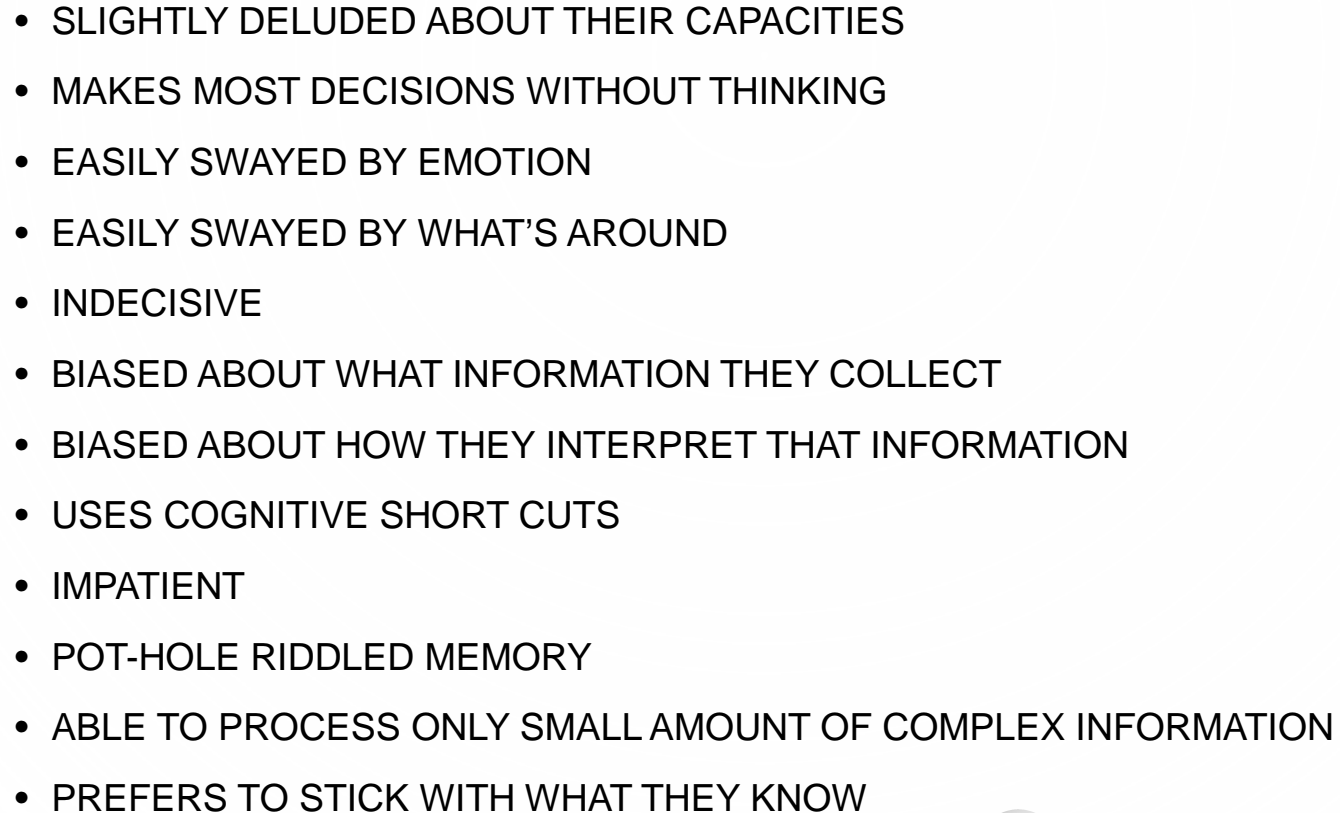
EXPERIENCE OF VIOLENCE OR ABUSE

ALCOHOL OR DRUG ISSUES

TRAUMA


GRIEF



- 
- SLIGHTLY DELUDED ABOUT THEIR CAPACITIES
 - MAKES MOST DECISIONS WITHOUT THINKING
 - EASILY SWAYED BY EMOTION
 - EASILY SWAYED BY WHAT'S AROUND
 - INDECISIVE
 - BIASED ABOUT WHAT INFORMATION THEY COLLECT
 - BIASED ABOUT HOW THEY INTERPRET THAT INFORMATION
 - USES COGNITIVE SHORT CUTS
 - IMPATIENT
 - POT-HOLE RIDDLED MEMORY
 - ABLE TO PROCESS ONLY SMALL AMOUNT OF COMPLEX INFORMATION
 - PREFERS TO STICK WITH WHAT THEY KNOW

DIFFICULTIES WITH

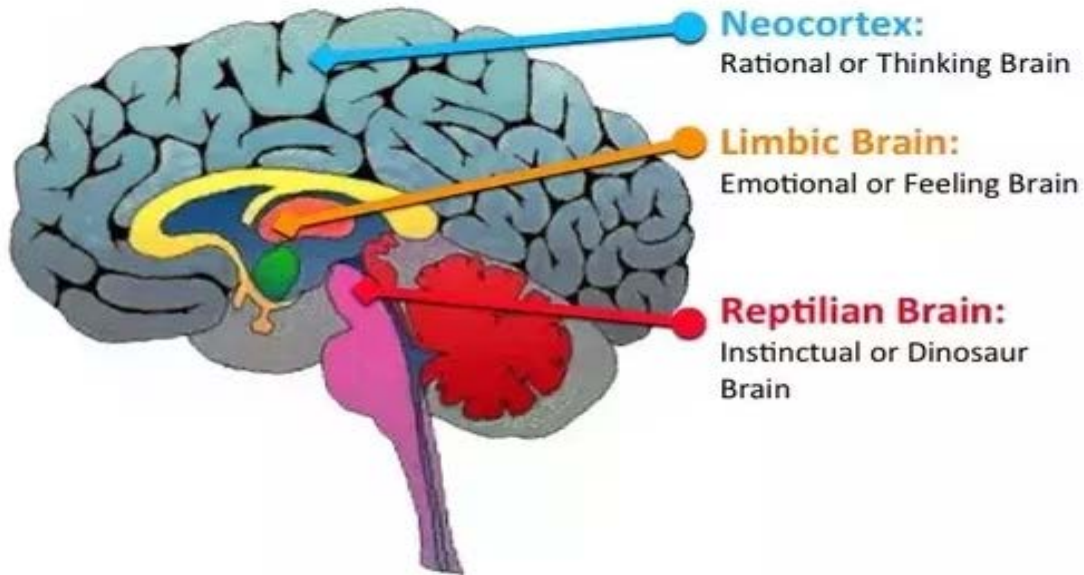
- COMMUNICATING
- UNDERSTANDING BOTH INFORMATION AND INSTRUCTIONS
- ORGANIZING SELF IF MULTIPLE STEPS INVOLVED
- ATTENDING APPOINTMENTS & MEETING PEOPLE, EVEN IF APPOINTMENT IS BENEFICIAL
- ACCESSING INFORMATION ABOUT ALTERNATIVE OPTIONS
- PERSISTING WITH ACCESSING INFORMATION WHEN NOT READILY AVAILABLE
- COMPLAINING OR SEEKING REDRESS



“MUCH POLICY ON CONSUMER CREDIT, HOWEVER, RARELY TAKES INTO ACCOUNT THIS KNOWLEDGE, ASSUMING THAT CONSUMERS ARE ENTIRELY RATIONAL, AND WILL MAKE THE BEST DECISION FOR THEMSELVES AFTER INVESTIGATING THE SEEMINGLY ABUNDANT INFORMATION AVAILABLE”

PAUL HARRISON





Neocortex:

Rational or Thinking Brain

Limbic Brain:

Emotional or Feeling Brain

Reptilian Brain:

Instinctual or Dinosaur Brain

FIGHT FLIGHT FREEZE ↑

HEARING IS CHANGED “AUDITORY EXCLUSION” “TUNNEL HEARING”

PREFRONTAL CORTEX FUNCTION ↓

DECISION MAKING ↓

NEW IDEAS ↓

THINK LESS REACT MORE

The slide features a white background with several realistic water droplets of various sizes scattered in the corners. The droplets have highlights and shadows, giving them a three-dimensional appearance. The title 'BRAIN DEVELOPMENT' is centered in a bold, black, sans-serif font.

BRAIN DEVELOPMENT

- COMPLETED BY AGE 25
- SENSORY-MOTOR AND EMOTIONS – DEVELOP FIRST
- PLANNING, ORGANISING, DECISION MAKING – DEVELOP LAST



REWARD

CONCEPT OF "NOW APPEAL"

EARLIER THE REWARD – PERCEPTION OF VALUE GOES UP

DELAYED REWARD – LESS VALUE, NO VALUE



NEGATIVE THINKING

- HOPELESSNESS MODEL (ABRAMSON)– EXPECTATION OF NEGATIVE OUTCOME AND NEGATIVE INFERENCES AFTER A NEGATIVE EVENT
- COGNITIVE MODEL (BECK) – NEGATIVE VIEW OF THE FUTURE, SELF AND WORLD (THE COGNITIVE TRIAD). LEADS TO COGNITIVE ERRORS. PERCEPTION BECOMES UNREALISTIC, EXTREME AND DISTORTED

SUMMARY

VULNERABILITY (CURRENT OR HISTORICAL) ↑

RATIONAL THINKING ↓

DECISION MAKING ↓

FLEXIBLE THINKING ↓

DESIRE FOR IMMEDIATE REWARD ↑

NEGATIVE THINKING ↑

HOPELESSNESS ↑



DIFFICULTIES WITH


ENGAGEMENT

MAXIMISING SERVICE





RESPONDING EFFECTIVELY

- VERBAL COMMUNICATION
 - TIMING AND APPOINTMENTS
 - MATERIALS
 - FOLLOW UP
- 



PAULA ROSS

PSYCHOLOGIST

M 0409177150

E PAULA@MARKETACCESS.COM.AU

PAULA@360EDGE.COM.AU