

Mindfulness in Spending

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What is Financial Stress?



Outline

- Financial Stress
- Emotional Intelligence
- Primary & Secondary Control
- Mindfulness Meditation
- Steps to spending consciously
- Mindfulness in spending exercise

Financial Stress

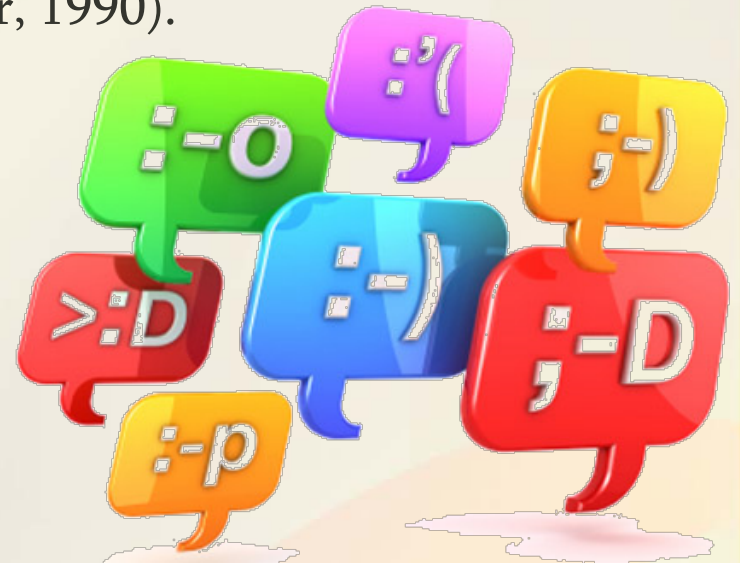
- Individuals experience financial stress more frequently in young and middle adulthood.
- Financial problems are expected to negatively influence personal development across a broad range of life domains.
 - Family development
 - Leisure activities
 - Lifestyle
- Undesirable job and financial experiences increase the risk for psychological and behavioral morbidity



(Wrosch et. al, 2000; Catalano et al., 2011)

Emotional Intelligence

- The ability to manage emotion-related issues encountered both in social and professional realms influence attitudes about money.
- Emotional Intelligence
 - Cognitive ability to identify, process, and manage emotions (Salovey and Mayer, 1990).



Primary and Secondary Control

- Primary control
 - Attempting to change the external world so that it fits within personal needs and desires.
 - primary control striving are persistence in goal striving or the investment of time and effort if obstacles emerge.
- Secondary control
 - Targeted at the inner world and involves individuals' efforts to influence their own motivation, emotion, and mental representation (Rothbaum et al., 1982).
 - include positive reappraisal, downward comparison, attributional bias, or goal disengagement
- Primary and secondary control strategies are adaptive
 - enhance and protect individuals' resources for managing prospective development by using strategies of goal attainment, (Heckhausen & Schulz, 1995, 1999).

Stress Reduction Techniques: Mindfulness Meditation

- Mindfulness is the nonjudgmental observation of the ongoing stream of internal and external stimuli as they arise through the practice of meditation
 - emotion focused coping strategy
 - mindfulness interventions may lead to reductions in pain, stress, anxiety, depressive relapse, and disordered eating (e.g., Kabat-Zinn, 1982;Kabat- Zinn et al., 1992; Kristeller & Hallett, 1999; Shapiro, Schwartz, & Bonner, 1998;Teasdale et al., 2000).

Mindfulness Meditation Major Components

- Mindfulness-based stress reduction (MBSR) program (Kabat-Zinn, 1982)
 - Developed for populations with a wide range of chronic pain and stress-related disorders.
 - Groups of up to 30 participants
 - practice in mindfulness meditation skills, together with discussion of stress, coping, and homework assignments
 - Body scan is a 45-min exercise in which attention is directed sequentially to numerous areas of the body while the participant is lying down with eyes closed
 - Participants instructed to sit in a relaxed and wakeful posture with eyes closed and to direct attention to the sensations of breathing
 - Yoga postures are used to teach mindfulness of bodily sensations during gentle movements and stretching.

Mindfulness Meditation

- Mindfulness-based cognitive therapy (MBCT)
(Segal, Williams, & Teasdale, 2002)
 - based largely on MBSR program.
 - incorporates elements of cognitive therapy that facilitate a detached or decentered view of one's thoughts

Mindfulness Meditation and Financial Management

- The purpose of mindfulness training is not to induce relaxation, but instead to teach nonjudgmental observation of current conditions
 - However the practice of mindfulness exercises may lead to relaxation
- Social psychological variables relevant to money management decision making can be influenced by mindfulness training
 - self-awareness about financial management
 - lower rates of materialism

Mindfulness Meditations

- UCLA Mindful Awareness Research Center
<http://marc.ucla.edu/body.cfm?id=22>
 - Breathing meditation
 - Body scan meditation
 - Meditation for dealing with difficulties



Mindfulness in Spending

- Question the Desire
 - What is the need you are trying to fulfill? Are you anxious? Do you need a distraction?
 - You must determine whether what you want to buy will truly fulfill your needs
- Avoid Habitual Momentum
 - Momentum often comes from habit and impulse, resist habitual and/or impulsive spending habits and become more conscious and deliberate about spending habits.
- Stay with Discomfort
 - When we are able to focus on the present, the discomfort changes and attention can be given to things that are meaningful and comforting
- Rest in your Breathe
 - pause and focus on your breathing

Mindfulness in Spending

- Offer Real Intimacy
 - You can not buy happiness
 - The desire for material things is only satisfied briefly, and then more desire arises
- Value you Life's Energy
 - Before you make any purchase, ask yourself whether it's worth your effort and your (or someone else's) life's energy
- Opt for True Satisfaction
 - There are things we need to sustain ourselves. For everything else, pause and consciously consider: Will this buy me happiness? Or will it go on to contribute to more stress, anxiety and dysfunction?

Spending Consciously Exercise



Tracking Spending Behavior

- Possible Purchase
- Reasons to purchase item
- Possible Outcome of Purchase
- Reasons not to purchase item
- Decision
- How much money I spent
- How much money I saved
- How this decision makes me feel



Thank You

Questions?