

# The Small Changes Barbar Changes That Change BJ FOGG PhD Everything () BJ Fogg

## Stanford University



### Tiny is mighty. At least when it comes to change.

Everyone wants to make some kind of change. But, there is a gap between what people want and what they actually do.





## Our fault! But, it is not.



### 3 ways to lasting changes





## Epiphany Environment

Tiny



### Fast





### Start Now



### Safe



### Big

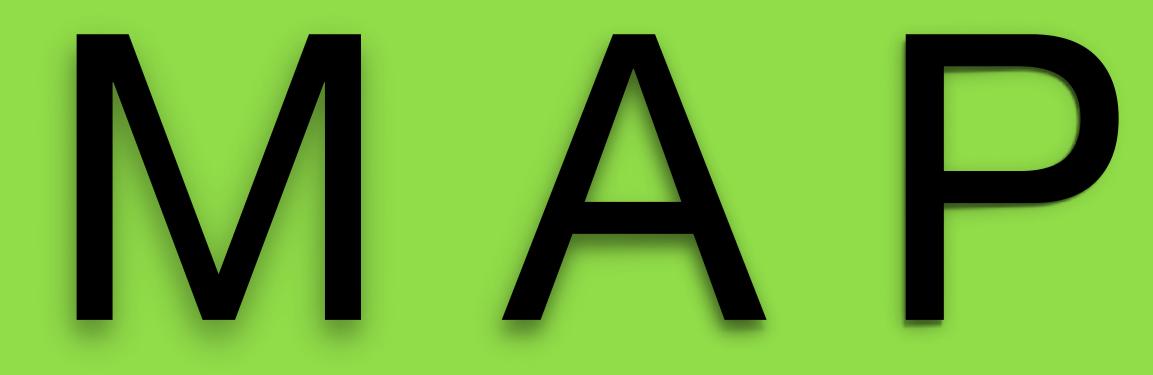
### **Does not require Motivation**



### Transformative









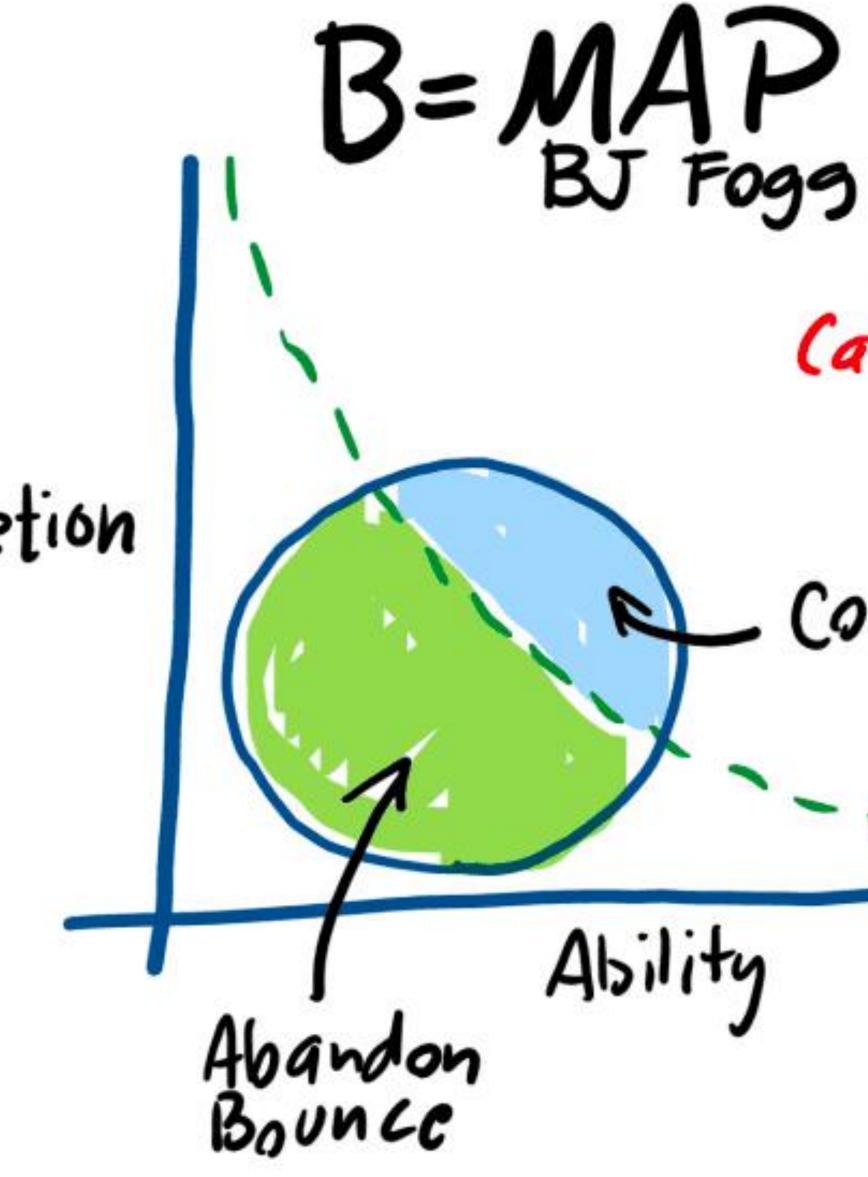


#### Motivation

#### Ability

#### Prompt

in



### Mativation

Calls to Action

Convert

Ability J





# Motivation



#### Want to do

Rewards



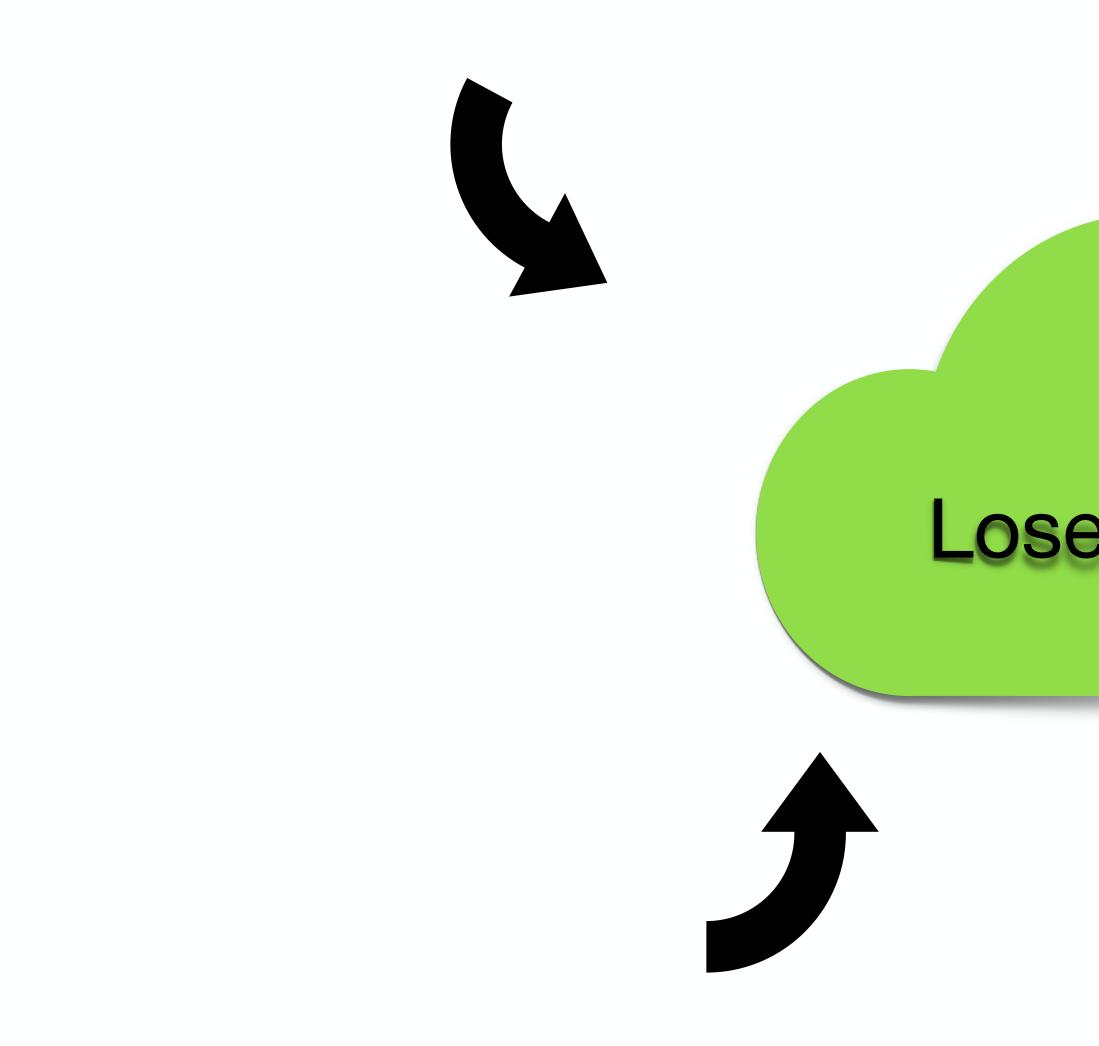
Surrounding



tung fye fun INSIGHTS & INSPIRATIONS

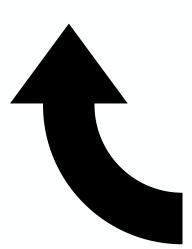
Lose Weight

-



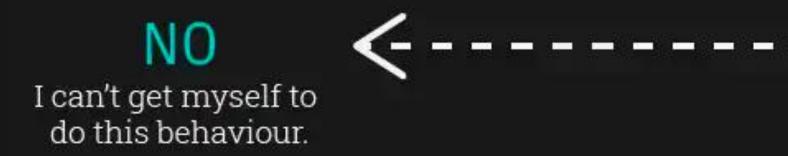


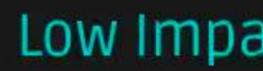
Lose Weight



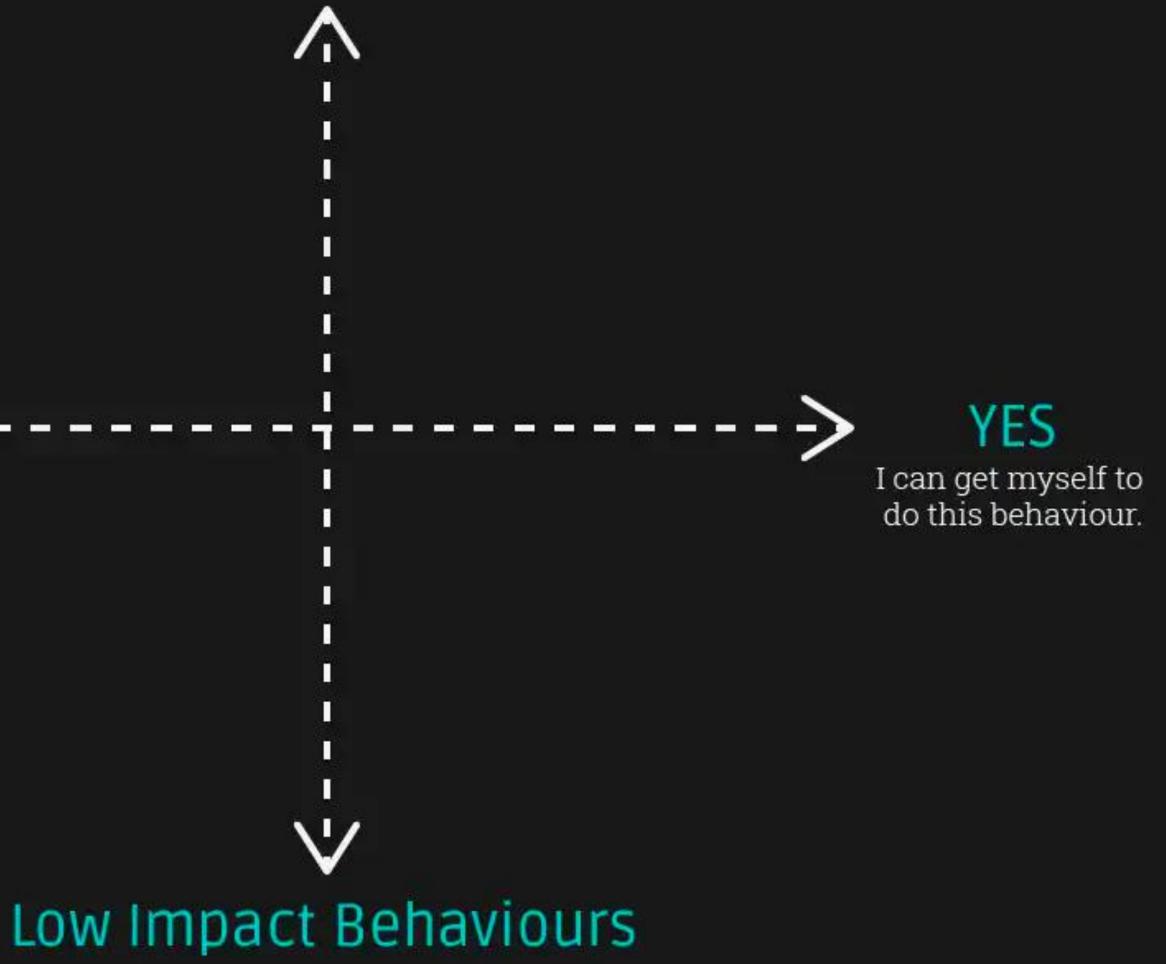
#### High Impact Behaviours

Very effective at helping me create structure for working from home.





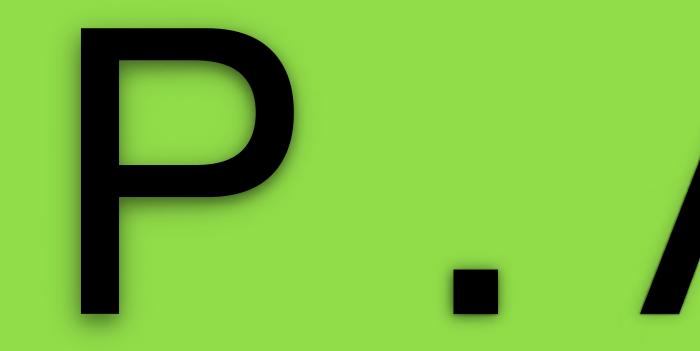
Not effective at helping me create structure for working from home.







# Ability



#### **Increase Ability**

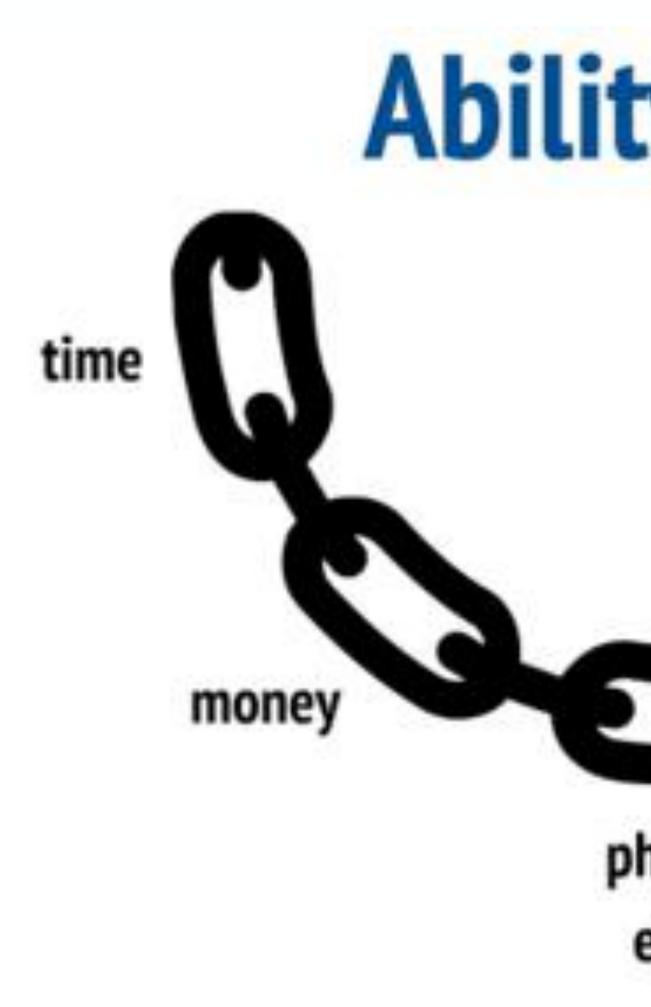


А. С

Tiny

Tools

IRATIONS





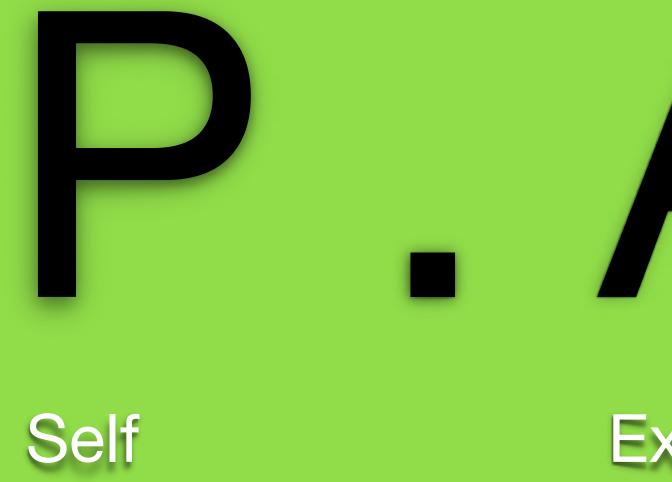
Ability Chain BJ Fogg, PhD mental effort physical (DBJ Fogg effort

routine





Prompt

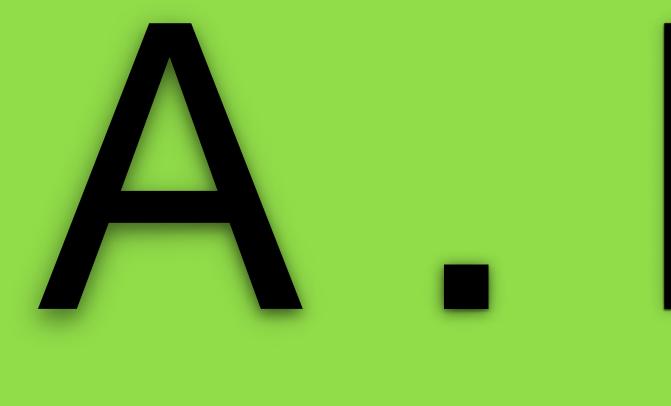




Existing

Surrounding

Inn









Behavior



### My Recipe — Tiny Habits Method

#### After I . . .

turn off

notifications for

#### **Anchor Moment**

sit down at

WORK,

An existing routine in your life that will remind you to do the Tiny Behavior (your new habit).

#### **Tiny Behavior**

The new habit you want but you scale it back to be super tiny—and super easy.

I will . . .

social media.

To wire the habit into my brain, I will immediately:



#### Celebration

Something you do to create a positive feeling inside of yourself (the feeling is called Shine).

### Small changes that change everything!





### Stay Informed. Stay In Front.