

# Process-based Advising in an Outcome Based World:

Applying "The Process" to Advising High-achieving Students



Cassandra Jones, School of Nursing, Auburn University



## Nick Saban, on what he tells his assistants:

"Think about what you needed to do in this drill, on this play, in this moment. That's the process: Let's think about what we can do today, the task at hand."



### 1 IDENTIFYING OUR PROBLEM

In our major, the average GPA for our fall 2019 admission was a 3.72, and this is on the lower end for recent semesters.

At freshmen orientation, we tell them their admission to our upper division relies heavily on their pre-nursing GPA, and for their next three semesters, they worry about every grade.

How do you convince students to trust a process when the world (and your own admission formula) is outcome-based?

### 2 DEFINING THE PROCESS

For Saban, this starts as a vision. Once you define that vision, you pick apart the steps it takes to get there. Then, it's about discipline to the steps, not to what follows them.

"Everybody says, 'He just won 31-3. What's he complaining about?' But it goes back to the inner scoreboard versus the outer scoreboard. Which one is more important? If you're going to accomplish your goals, it's always the inner scoreboard."

### 3 PROCESS OVER OUTCOME

Brian Cain, author of the Peak Performance system and mental toughness coach, uses the analogy of the staircase to speak about process over outcome.

The outcome is the top of the staircase. The process is every single step between you and the outcome. While the goal may seem unobtainable if you focus on the top, each step in itself is doable. If you concentrate on taking one step at a time, the outcome takes care of itself.

## THE PILLARS OF PEAK PERFORMANCE



An Elite Mindset



Motivation and Commitment



Focus and Awareness



Self Control and Discipline



Process over Outcome



Meditation and Mental Imagery



Routine Habit of Excellence



Time Management and Organization

## APPLICATION IN THE ADVISING OFFICE



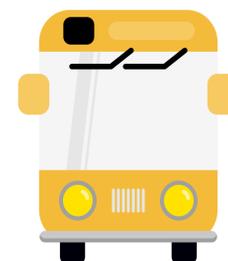
STAYING IN YOUR HEADLIGHTS



FIXED OR GROWTH MINDSET?



CONTROL THE CONTROLLABLES



LET YOUR PLAN DRIVE THE BUS



SO WHAT? NEXT PITCH

### SOURCES

Interview by MI40 Muscle Intelligence with Brian Cain, April 2019 - <https://www.youtube.com/watch?v=8bOQZr0fFK0> - Interview with Brian Cain for Life Lessons blog - <https://lifelessons.co/personal-development/tenpillarsmentalperformancemastery>  
Keynote Address by Nick Saban to the Charlotte Touchdown Club January 2015 - <https://www.youtube.com/watch?v=SK2YsNN01hQ> - ESPN Interview with Nick Saban, 2016 - [http://www.espn.com/video/clip/\\_/id/14466349](http://www.espn.com/video/clip/_/id/14466349)  
Press Conference with Nick Saban, 2017 - <https://www.youtube.com/watch?v=Q90dkXaziZ8> - Blog Post, "Nick Saban: Do Your Job and Trust the Process", 2019 - <https://constantrenewal.com/nick-saban-the-process/>