

Insurance Institute of Leeds

11th August 2020

POSITIVE SLEEP

GILES WATKINS

Why me?



A definition of sleep

(Provided by the Harvard Medical School)

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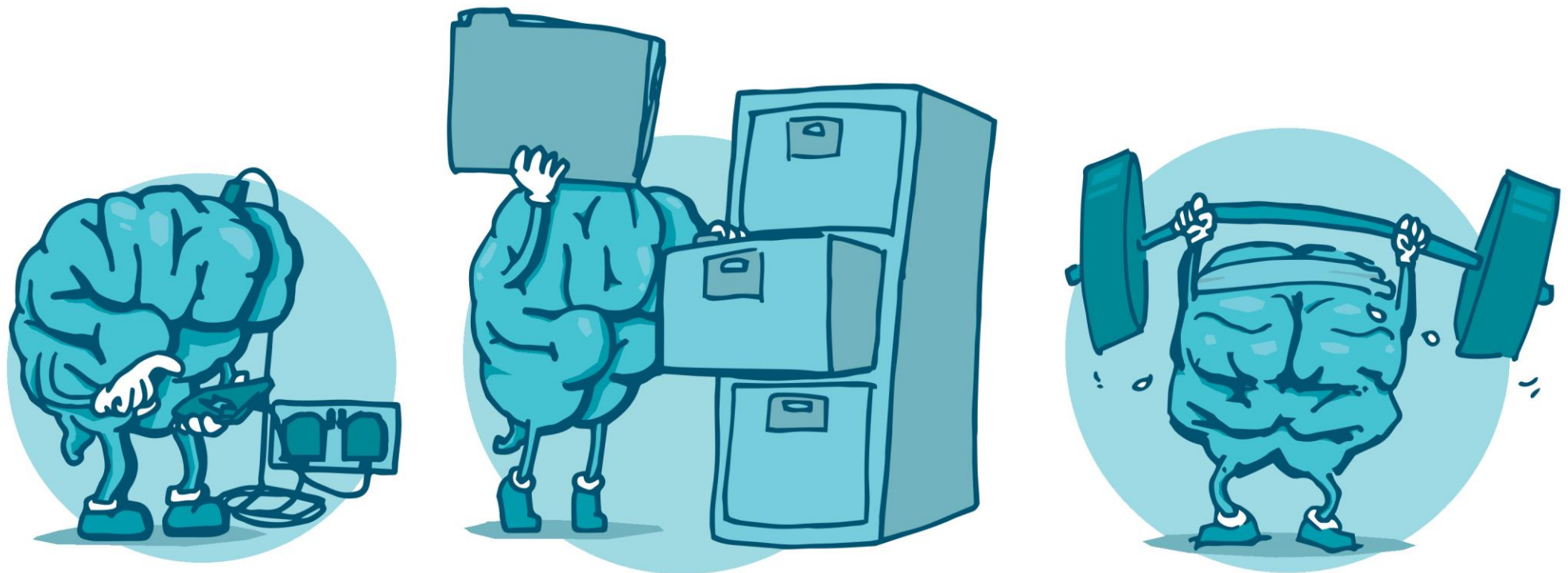
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- When we are asleep we are less reactive to external stimuli.
- **Unlike hibernation and being in a coma, we can reverse the state of sleep relatively easily.**



Why we sleep



What determines when we sleep

Circadian Clock



Adenosine

The business case for sleep – part 1

Sleep (mis) management, at one level, is obviously an individual issue part of a larger energy-management challenge that also includes other forms of mental relaxation... as well as nutrition and physical activity. But in an increasingly hyperconnected world, in which many companies now expect their employees to be on call and to answer emails 24/7, this is also an important organisational topic that requires specific and urgent attention.

Nick van Dam & Els van der Helm, *The organisational cost of insufficient sleep*, McKinsey Quarterly, February 2016



The business case for sleep – part 2

**RESULTS
ORIENTATION**

**SEEKING
DIFFERENT
PERSPECTIVES**

**SOLVING
PROBLEMS
EFFECTIVELY**

**SUPPORTING
OTHERS**

The business case for sleep – part 3



Prompting better sleep in your organisation

“Be the change you want to see” – Ghandi

Prompting better sleep in your organisation

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- ✓ **Moving the culture towards working smarter rather than working longer can reap real rewards**

Five tips for POSITIVE SLEEP

ROUTINE



TIME



CAFFEINE



READ

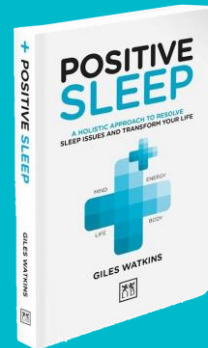


NAPS



THANK YOU

For further info, read the book –



Contact me via Giles.Watkins@INSEAD.edu

Follow me on Instagram at [giles_the_sleep_guru](https://www.instagram.com/giles_the_sleep_guru)
or find me on LinkedIn.