



## Develop before you Position

Most parents (and some managers) get this wrong because of a lack of knowledge (understandable) and because of the difficulty separating an emotional decision from a rational decision (also understandable). The wrong decision here can waste a lot of money and more importantly can restrict the learning trajectory of the driver.

When a young driver is learning his craft one of the most important things is to have the driver get *ahead* of the car as soon as possible.

What this means is have full control of the car as opposed to the car having an element of control of the situation. The faster the car for a young driver, the more possibility of the car having an element of control. The consequence of this is that a considerable amount of the drivers mental capacity gets allocated to hanging on the car as opposed to learning about the car and how to get the very best from it.



If you put a karter straight into a Formula Star Mazda for example, it stands to reason that he will not have an understanding of the basics of “how to driver a race car” - how could he if he didn't take the time to learn the basics in a lower formulae. He will therefore revert back to his natural car





control instincts to help *control* the situation. This means that as he drives the Star Mazda at speed, the amount of information that needs to be processed is considerable and the natural driver car control instincts are drawn upon to make sure that the car does not go off the road. This driver will regularly be seen on the wrong racing line, or locking wheels under braking and working hard making multiple corrections during cornering - while running three or four seconds off the pace. This is a classic case of a driver being positioned before he is developed sufficiently to move to this level. The bill for a weekend like this might be \$25,000 - my question is - what was the value? I already know that there was minimal learning with a *high risk* accident potential. When the accident does happen (highly likely because when he sees he's 3 seconds off the pace he thinks he needs to drive harder), it's easy to justify that "oh he's just learning" - when in fact the truth is - he was *Positioned before he was Developed*.



Teenage drivers can only process information at the rate that teenagers can process information. Learning only happens when information can be processed and then stored. It is imperative that when young drivers are learning their craft that the speed of the car is enough to challenge and stretch them - but slow enough to free up enough mental capacity to process and store the valuable information that the car is providing. This is

what builds the unshakable solid foundation.

Every driver learns at his own pace - not at the pace of someone else. It is important that this be recognized on an individual basis. With this type of





accurate information the decisions of where to position the driver can then be correctly made. This is the foundation of the success cycle that builds confidence within the driver, maintains the all important career momentum and provides the highest return on investment of the race budget. It also provides the driver with the best possible opportunity to achieve the best results possible which in turn enhances the his reputation.



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