

Empowerment Mentoring



Online Live!

WWW.EMPOWER-TT.COM

Admin@Empower-TT.com

1-868-222-8928

AN INITIATIVE OF

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LEADERSHIP CONSULTANTS

Perception

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Participant's Workbook

Empowerment Mentoring Participant's Workbook 2016 © NEM Leadership Consultants 2016

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No. 7 8th Avenue, Orchard Gardens, Chaguanas, 501328, Trinidad, W.I
Tel: 1-(868) -222-8928 www.nemlctt.com info@nemlctt.com

Welcome

A hearty welcome to the Empowerment Mentoring Community. We are excited that you have made this very important decision to be part of this personal developmental program. This program will allow you to **Discover** your true potential, **Transform** your life and **Achieve** dramatic results.

Sometimes we need to ask ourselves three important questions:

- If no change were necessary to achieve a better life for myself, wouldn't I already be there?
- Why am I procrastinating and just 'earning a living' instead of doing what speaks to my heart?
- Why do all great leaders, sports men and women, have coaches and mentors?

Answers to these questions will allow us to reflect on where we are and where we want to go or would like to be.

So, are you ready to go from:

- Wanting to change to actually changing?
- Envisioning your goal to actually achieving it?
- Being the person you are right now to becoming the person you want to be?
- Breaking through your 'Immunity to Change' to experiencing the real FREEDOM to do, be or have anything you want?

The EM Program is designed to cover twelve core modules that would help you in your personal growth.

- | | |
|--------------------------|-------------------------|
| • Comfort Zone | • Forgiveness |
| • Purpose, Vision, Goals | • Gratitude |
| • Terror Barrier | • Perception |
| • Drama | • Attitude |
| • You Are Perfect | • World Famous - Living |
| • Harmony | • Authentic Journaling |

In the EM Program, you will learn:

- Growth takes place outside of your comfort zone
 - You grow for a reason
 - You have more potential than you will ever use
 - At times of change we either step forward into growth or go back to safety
 - We do not get what we want - we get who we are
 - Gratitude keeps our mind on what is good
 - Living a life of significance
 - We use our perception for or against us
- ... And Much More!

Welcome aboard.

Purposefully,
Nigel

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1. What do we understand by the word Perception?

What’s comes to mind when we you hear the word Perception?

What is perception? Perception is our ability to understand something to be different to that which it appears to be through our physical senses. It’s our perspective, our point of view...it’s the way we explain things to ourselves.

Since perception might mean different things to different people, we have decided to outline a few meanings of perception, so you can positively respond to the ones that best “speak” to you on have the desired impact.

- 1 The ability to see, hear, or become aware of something through the senses.
- 2 The way in which something is regarded, understood, or interpreted.
- 3 The process by which people translate sensory impressions into a coherent and unified view of the world around them. Though necessarily based on incomplete and unverified (or unreliable) information, perception is equated with reality for most practical purposes and guides human behaviour in general.
- 4 This process of ‘interpretation of stimulus is known as perception’. So perception involves two processes: sensation interpretation. Hence, perception may be defined as “a process of interpretation of a present stimulus on the basis of past experience”.
- 5 The conscious recognition and interpretation of sensory stimuli that serve as a basis for understanding, learning, and knowing or for motivating a particular action or reaction.
- 6 The result or product of the act of perceiving.
- 7 The mental process of becoming aware of or recognizing an object or idea; primarily cognitive rather than affective or conative, although all three aspects are manifested.

- 8 The act or process of becoming aware of internal or external sensory stimuli or events, involving the meaningful organization and interpretation of those stimuli. In psychology, perception also applies to evaluations of one's own and others' internal states and beliefs as well as sensory stimuli and a person's perceptions are not necessarily identical to the stimulus object or event being perceived. Perception is to be distinguished from sensation which refers to the subjective experience that results from excitation of the sensory apparatus without any interpretation or imposition of meaning.
- 9 The mental process of recognizing and interpreting an object through one or more of the senses stimulated by a physical object. Thus one recognizes the shape, colour, location and differentiation of an object from its background.

- 1.) Which one of the meanings of perception most interest you and why?

- 2.) Kindly relate to an incident or an occasion where in your view your perception of it was right? What was the outcome?

- 3.) Kindly relate to an incident or an occasion where in your view your perception of it was wrong? What was the outcome?

2. Whether you think you can or whether you think you can’t, you’re right.

“Whether you think you can or whether you think you can’t, you’re right.” - Henry Ford

Self-confidence is a powerful thing. When Henry Ford made this quote, he was saying just this. He was literally making a bold statement to let others around him know that one of the primary keys to getting what you want out of life is believing that you can have it.

As human beings, we are wired to follow in what we think and what we believe. If we believe in and think on the positive about ourselves, our actions will surely follow this route in life. On the other hand, thinking that we cannot do or achieve something also sets us on a course to fail and fall short. Despite what some may try to say, a person’s own mind is one of the strongest influences that will ever be present in their life.

I once read an article, published by *The Wall Street Journal*, which touched on this subject. The author recounted numerous interviews that had been done with psychologists, with each one agreeing that actions are a direct result of a person’s beliefs and thoughts. It went on to explain that the mental picture of oneself was of the utmost significance in determining a person’s success and life choices.

Why then, do people continue to look at themselves in a way that is less than successful? Why do people set goals and make plans, when they truly do not believe that they have the ability within themselves to accomplish them? While I cannot claim to have the answer to this question in all cases of life, I do know that many people do not set out believing that they will fail. Most begin with great intentions, and even a strong mindset to overcome, but they let circumstances and the passage of time (often without results or strong progress toward their goal) change their thinking. In a way, they think that they can at first, but then they eventually convince themselves that they cannot.

Take a New Year’s Resolution, for example. Many people set goals, whether they are to lose weight, save money, get out of debt, advance their career, start a business, etc. While they may believe that this is possible to accomplish, and truly want it to happen, there is usually not a strong enough mindset in place to see the goal through in its entirety. It is more of a “wish” or a “dream”, like winning the lottery, than a reality to them. In this, lies the problem.

So how does one overcome the back peddling of self-confidence that seems so common in life? How does a person hold on to their thoughts of “*I can*,” even when reality would try to convince them otherwise? It happens only when we change our mindsets. It is only when the reality of what we think we CAN do becomes greater than the reality of what we cannot do that results begin to manifest.

This reality most often comes when we adamantly refuse to settle for anything less than what we want. When reaching the goal becomes so real to us that no obstacle can dissuade the path to our desire and no amount of work becomes too much. We literally become who we want to be in our own minds, long before we become it in life.

If weight loss is the goal, we begin to think like someone who successfully manages their body. This, in turn, causes us to eat, exercise, and take care of our bodies in a way that promotes losing weight. If becoming a successful entrepreneur and running your own business is the desire, then one must begin to think as an entrepreneur does. Once we can visualize ourselves at our goal, and fully believe that we are capable of reaching this, we begin to become the person that we have already thought ourselves to be.

The final thing to realize is in the timing of our thinking. Too many times people believe that they can do something, but they do not think that it can be done now. I often hear people who want to save money say things like, *"When I pay off my mortgage, I will be able to save money."* While paying off your mortgage may indeed allow for more funds to be saved, this mindset will cause you to put off achieving your goal indefinitely. If we put conditions on reaching our goals, it seems that conditions will always exist. Maybe you do pay off the mortgage, but before you can start saving, a need arises for a new appliance or some other unforeseen expense arises. You must think that you can, and you must think that you can NOW.

So as you sit there, reading this workbook, ask yourself what you think you can do. Once you have determined this, begin to take steps toward this right away. Being indecisive about your thoughts will simply waste time...something that is much too valuable to throw away. Another quote, by Henry Ford, sums this up quite nicely. He said, *"It has been my observation that most people get ahead during the time that others waste."* Think that you can...for you are right.

Barack Obama thinks that he can become the first African American president in the United States...and he did in 2008.

3. Perception and the Mind

As Martin Luther King once said “A mind is a terrible waste”. In addition to a number of different meanings, I guess he was also telling us that our response to life and our perception of things are based on what is in our MIND.

If we see things one way in our Mind, we will respond accordingly, if someone else sees it differently, then they will respond in a different manner.

If we hold fast to Aristotle “That the world is a reflection of man’s thinking and behaviour”, then can we hold fast that an individual behaviour is a reflection from his thinking and perception” What you think is what you perceive!!!hmmnn

You see if you want a different perception, you need to think differently. If you need to think differently, you need a new awareness

Let me ask the reader of this workbook a couple questions:

- What if you could learn to develop a greater awareness of how you perceive the world?
- What if you could learn how to spot when your mind is playing tricks and how to ‘reset’ for accuracy?
- What if you could learn practical tools to gain clarity and confidence?

What impact would that have in your life?

Would you now see things differently? Would you now perceive things differently? Would you now act differently? I guess you would!!! You be the judge.

Just being aware of what’s going on in your Mind will really help you make better decisions in your life..... it will help you step back from emotionally charged difficult situations so that you can take the step that’s right for you and is best for you in your life.

If you change your perception, if you change how you look at the world you can change your world.

Whatever you perceive is related to what’s in your mind...not outside of it.

So ...to change the perception, you got to change what is inside of your mind.

Aldous Huxley said there is only one corner of the universe that we can be certain of improving, and that is our own minds... the ONLY thing we have complete control over in the whole universe ... is our own mind – Can you believe that!!.

We can't control other people...can we ... anyone with teenagers knows that!

We can't control the economy.... We can't control interest rates... we cannot control crime...we cannot control our wife or husband... we cannot even control the politicians.....all of these things are beyond our complete control ... we can influence them, but we can't control them.... the ONLY thing we can completely control is our own mind.

In our professional coaching service, we spend a lot of time talking about the operations of the mind and the creative process of the mind....not the body.

Why? Because the body is only an instrument of the mind.

The Mind is the epi center of performance...your mind performs, not the body. The body will only do what the minds tells it to do.

Check this out....in a simple way there are two parts to the mind – **the conscious and the subconscious**.

The conscious mind operates of what is known – your present awareness, existing performance, your ability to think, your choices that you make, your ability to accept or reject things, you can even reason out things in the conscious mind....all this could only happen of the things that you are aware off.

Whereas the subconscious mind deals with your feelings, emotions, new energy, your extraordinary capability. At the subconscious mind, there is no limit to what you can think or perceive.

So if you want to perceive things differently, you got to intervene at the subconscious level of the mind and create a new awareness.

In coaching, we believe someone is capable of doing many things in their life in terms of what is possible.....the only issue here is that they are not aware of it as yet.

By creating a new awareness...anything is possible.

At one time it was not possible for someone to run sub 9.6 seconds in a 100 meters race, far more to make 500 runs in an innings in professional cricket.

So you got the picture now folks... perception is within the mind....if you recondition your mind...you will perceive things differently....act differently and GROW differently.

If you want to improve on the things you see and do....you need to improve on the quality of your thoughts inside of the MIND.

4. Perception and Relativity

Perception can be looked at from the perspective of Relativity.

If there's an up there must be a down, you can't have a hot without a cold, there's no inside without an outside, he is tall because someone else is short, and these are my strengths because there are other people weaknesses.

Every action has an equal and opposite reaction. And when we are considering perception, polarity and relativity complement each other perfectly.

You see, if everything has an opposite, and things exist to us RELATIVE to something else, then this gives us enormous power.

Think about it for a moment. If we are experiencing a difficulty in some area of our lives, we are experiencing it as a difficulty because of the way we are THINKING about it - from an opposite /polarity perspective. There must be good aspects to it and bad aspects to it - if we are feeling bad, then we are probably considering the bad aspects.

The truth is, we need the whole spectrum of experiences, good and bad in order for us to grow.

When things go well, we enjoy them and feel good, when things don't go as we hoped, we learn and grow. There is a saying...we don't fail, we learn. Remember Edison and 1000th bulb attempts - he learn 1000 ways how not to do something.

The relative importance of perception is Reality. You know the saying...perception is REAL. Well Reality is also real. What you perceive will be real.

You can see the glass half full or half empty....the reality will be your perception of it.

We create our reality through our perception

If we want a different reality we need to change our perception.

So why is it we need to change our perception? Well, the way we look at things reflect the images we have in our mind.

Five traits for living in a relativity filled universe

1. Ride the wave.

Life is not static. Everything we know, including ourselves and everything we experience is in constant change and motion. Relativity's constant change requires us to think of ourselves not as solids, never changing, but as bundles of energy vibrating in a pattern we recognize as ourselves. Over the course of time we are in constant change.

Relative life is in constant change, so ride the wave of change

2. We can both be right

...differently - The people in our lives experience the same things we do, but differently. When we disagree with others we might do well to be curious about their position rather than angry that they don't see things the exact same way we do.

We are all differently able. In other words, we are able to do things differently. Our difference can be right from our perspective.

3. Everything affects everything else

Sometimes we look for a singular cause as answers to puzzles. For example, what cause someone to be abusive to his children or women? Why some people make decisions that are not in their best interest. What are the causes for high murder rate?

As long as we are looking for a singular cause to problems we face, we are missing the greater reality of possibilities. In the web of relationships, where everything that happens for multifactorial reasons, trying to find who to blame will always end in frustration. The answer to our most puzzling questions lie in webs of relationships rather than singular causes.

4. Embrace uncertainty

Because everything affects everything and the entire universe is pulsing and changing, we have got to give up on knowing, yet alone controlling, every aspect of our lives.

Some folks that don't really deserve it are going to win the lottery. Women who cannot have a baby, yet some people are abandoning their children.

We have to accept that there is great uncertainty in the world and that there may not be a rational explanation or answer to everything.

We do not know why the person with no criminal record or ill intent, decides to kill over 60 people in a Las Vegas party event. But we got to live in a world of uncertainty.

5. Be softer and curvier

Since life is constantly pulsing and changing around us, it would serve us best in in-our day-to-day life to be mentally and behaviourally flexible, so that we can bend, adapt and change, and not break, meaning not to let chance or unexpected events emotionally unravel us.

Flexibility, being willing to change our habits, to explore 'rules' we create for ourselves or that are handed down to us, must be constantly evaluated and re-evaluated, and even Questioned!.

There are no straight unbending lines in the universe. So too there are no fixed thinking in our thoughts – subconsciously our thoughts are limitless.

5. Issues With Perception

One person may look at an idea and see all the problems with it, while another will see all of the advantages in it.

The difference is not in the potential of the idea, nor in the potential of the person, but is merely a reflection of the conditioning of each individual.

If you ask 100 different people to look at the same idea, they will see 100 different things.

Also, why do we say that this item is expensive? What are you comparing the price with - to a cheaper, inferior offering or compared to the value you think you might derive.

The value of what you want to pay is really your perception that it is worth X or Y. You don't have a clue how much it cost to produce.

Unfortunately, perceptions are not always based on reality, which should be what dictates our actions.

Take for example someone who just wins the lottery. Suddenly many advisers, many friends.

Many business opportunities that are perceived to be good or the best thing after hops bread,

Actions and behaviours based upon flawed perceptions do not normally turn out good!

Here are some examples with incorrect Perceptions

a) Perceptions can make us ignore the need to change – become complacent and fail to grow.

There might be the perception that your current performance reflects your potential, and you believe that whatever you are doing now, is all that YOU can do.

Retaining this perception would result in you becoming complacent and not looking for ways to improve, excel and GROW into the person you should be.

b) Perceptions can provide an incorrect assessment of a situation.

Sometimes you might believe that opportunities are only available for certain people or you cannot shop in certain places or going on a cruise is too expensive

If this is your perception and you act on it, or in this case don't act, it will manifest itself and become reality.

Sometimes you need to go beyond perception to get the facts before you act or don't act.

c) Incorrect perceptions can also cause us to make unwise or unnecessary changes.

At one of the organisations that we intervened through our leadership development programmes, there was the perception that staff in the accounts department needed technical training in accounting since there was low morale and high absenteeism. Well the training did not help since they were all qualified and had the skills to do the job.

The missing elements were engagement and communication, and most of all respect for their contribution at work. Morale today is at a high.

d) Perceptions can lead to costly mistakes, either through action or inaction.

The greater the gap between perceptions and reality, the higher the cost of the related mistake.

The sad fact of the matter is that sometimes we do not even recognize that we're making a mistake.

We go merrily on our waythinking all is well...., unless something happens that slaps us back to reality.

e) Unfortunately, it can be difficult to change perceptions since we're dealing with beliefs.

When you believe something to be true, emotions get involved and realities often take a back seat.

The stronger your perception of something, , the more difficult it is to change, regardless of how much proof to the contrary is staring you in the face.

Some people believe that they have the answers to their problems without seeking help or even attempting to do things differently. They live a life that is way below what they are capable of living....but somehow belief that things will change without doing things differently.

A few ways on Bridging the Gap to improve on your perception.

- Question your perceptions.

Increasing your awareness might be a good weapon against complacency.

- Do a reality check.

This works especially well for perceptions we have formed based upon information we get from others. Test your facts. Ask questions. Do research.

- Get more input.

Often the reason why there is a gap between reality and perceptions is related to the amount and quality of available information when decisions are made.

Avoid making important decisions on your own. If you have a medical condition...get a second opinion from a medical doctor in the respective field...not from a carpenter!

6. Assignment 1

Selected Quotes:

- a) Whether you think you can or whether you think you can’t, you’re right.

~ Henry Ford

- b) The mind is a terrible thing to waste.

~ Martin Luther king

- c) There is only one corner of the universe that we can be certain of improving, and that is our own minds.

~ Aldous Huxley

- 1) Quote number ____ particularly appeals to me because:

- 2) Identify and describe a situation where the selected quote

- a) You were right with your perception?

- b) You were wrong with your perception?

- 3) How can you leverage the experience in “2” above for your own personal growth and the people around you (co-workers, family, friends, colleagues, etc.)

- 4) Contract with yourself how you intend to change your perception in order to see things differently?

7. Assignment 2

Selected Quotes:

- a) It has been my observation that most people get ahead during the time that others waste
~ Henry Ford
- b) We are all in the gutter, but some of us are looking at the stars.
~Oscar Wilde
- c) Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough.
~ Oprah Winfrey

- 1) Quote number ____ particularly appeals to me because:

- 2) Identify and describe a situation where the selected quote

- a) You were right with your perception?

- b) You were wrong with your perception?

- 3) How can you leverage the experience in “2” above for your own personal growth and the people around you (co-workers, family, friends, colleagues, etc.)

- 4) Contract with yourself how you intend to change your perception in order to see things differently?

8. Assignment 3

Selected Quotes:

- a) Whether you say “I can” or “I cannot” you are right either way
~ Jordan Belfort
- b) If we want to improve the quality of our life, then we need to improve the quality of our perceptions.
~ Karl Menenger
- c) The question is not what you look at, but what you see.
~ Henry David Thoreau

- 1) Quote number ____ particularly appeals to me because:

- 2) Identify and describe a situation where the selected quote

- c) You were right with your perception?

- d) You were wrong with your perception?

- 3) How can you leverage the experience in “2” above for your own personal growth and the people around you (co-workers, family, friends, colleagues, etc.)

- 4) Contract with yourself how you intend to change your perception in order to see things differently?
