

## SUMMARY : UNIT 1 : Chapter 1 : Scotomas

### Perceptions

- Our beliefs and past conditioning affect our perception.
- Conditioning can cause us to look right at something and not see it.
- In the 'Finished Files' exercise, we left out some of the F's, because we were taught to read phonetically.
- Our eyes only pick up light, which is translated by our brain based on how we've been conditioned to translate that light.

### Scotomas

- Scotoma is Greek for blindness, or blind spot.
- If what we see doesn't match our past conditioning, we build a scotoma to what we see.
- Scotoma is a sensory blocking out of information.
- Scotomas can be built in all of our senses - sight, smell, taste, touch and hearing.
- Scotomas happen because of our backgrounds.
- The problem with scotomas is that we don't know we have them - we think we are seeing 'the truth.'
- People build scotomas - so do organizations and nations.



### End-Result Thinking

- To release your potential, and that of the people around you, you need to become end-result oriented.
- You don't need to know the "how" first. Set the goal, the end-result, and the "how" will become apparent.
- Start with the premise that the answers do exist.
- Set your goal, and understand that you are full of scotomas - but you are smart enough to find them.
- Your role as a leader, parent and team-builder is to help others see what they cannot see.
- You want to maintain diversity in your teams, otherwise you have the same beliefs and scotomas.
- By changing our beliefs, we change our performance.