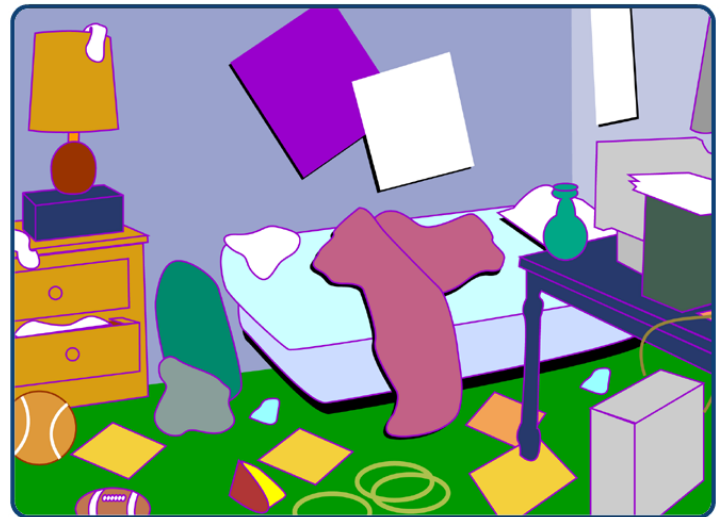




SUMMARY UNIT 2 : Chapter 4 : Lock On, Lock Out

Locking on and locking out are important parts of goal-setting, but they have to be used correctly in order to receive the benefit from them. Sometimes it is good to lock on to an idea or goal, and sometimes it's not. You have to know what you are locking on to because, by locking on, you are building scotomas to other options, and sometimes they may offer easier and faster ways of accomplishing what you want.

It's good to lock on when you're in a conversation with somebody so that you're not just distracted. It's good to lock on when you're talking to your children; it's good to lock on when you're reading a book; and it's good to lock on if you're playing a golf game. When you lock on, what you're doing is increasing your concentration level. In fact, there's a better word than "concentration." It's called "fascination." So rather than trying hard to concentrate—to force yourself to



focus—it's better to become fascinated with what you're doing. As you become fascinated with a particular person, fascinated with a particular work task, or fascinated with a particular goal, you automatically concentrate more on your object of focus, and build scotomas to those things that are less important. On the other hand, if you're trying hard to concentrate—if you find that you're having to force yourself to pay attention—you can easily become distracted.

The point is, locking on and locking out work best when interest and fascination come first, and concentration naturally follows.