

Unit 2.3 Expanding Your Field of Vision

OVERVIEW

Race horses wear blinders on their eyes because they run faster if they're looking straight ahead and are not distracted by the crowds or other horses. But while blinders work well at the racetrack, they can be terribly destructive in day-to-day life and business. Unfortunately, many of us go through life wearing blinders—more commonly known as “current reality.”

Whether we're dealing with personal relationships, business relationships, or other situations, in far too many cases we let our perception of “current reality” limit our options. Too often, we accept the appearance of things as our “reality,” and get stopped dead in our tracks when seemingly impossible problems emerge. We can't see past our perceptions of reality, and so we think that there are no solutions.

Taking off the blinders, thinking “outside the box,” creating a “new reality”—it's all part of a process called expanding our field of vision. When we focus too heavily on our “current reality,” our minds actually shut down. We reduce the thinking process to one of examining what's in front of us, of merely choosing rather than creating.

However, when we expand our field of vision, we gain access to a much wider range of possibilities. We allow ourselves to combine elements of the “solution landscape” in new and sometimes unprecedented ways. In so doing, we open up our minds rather than shutting them down. We inspire thought and creativity. And we set ourselves on the path to the next great idea.

UNIT QUESTIONS / EXERCISES

1. Think of a situation where you have felt frustrated. What were the elements of your “current reality” in that situation? How might you have expanded your field of vision? Share your answers with your coach and/or the group.

2. Some elements of your reality might seem fixed and unchangeable, but you can still modify your perception of their effects. Think of a “reality” that, while unchangeable, can nevertheless be reduced in its impact. Discuss your answers with your coach and/or the group.

3. Think about how this applies to your work relationship at John L. Scott. What “realities” have been holding you back in your individual performance? What organizational “realities” have been hurting us? How can we change them? Discuss your answers with the group.
