

Unit 2.4 Lock On, Lock Out

OVERVIEW

Expanding your field of vision can be a great strategy, but it's not right for every situation. After all, race horses wear blinders for a very good reason: so that they can better focus on the task at hand, and increase their chances of winning the race.

We face the same kind of challenge in our everyday lives, often many times a day. It's a challenge that goes by the name, "locking on and locking out." That is, locking in on the problem or situation that is before us, and locking out other distractions or considerations.

It can be very helpful and appropriate to "lock on and lock out." For instance, it's good to lock on a conversation with someone so that your mind doesn't wander. It's good to lock on when you're reading a book, or playing a game of golf. And it's good to lock on when you have chosen a business or personal goal, and now need to bring it to fruition.

The secret to successfully using this approach lies in knowing when to lock on and when to keep your field of vision expanded. When you lock on, you build scotomas, or barriers, to other options. And so you need to make sure that, when you've locked on, you have done so in a positive way, and not because you have simply resigned yourself to a limiting, distorted view of "reality."

UNIT QUESTIONS / EXERCISES

1. How do you feel when you're talking with someone whose eyes are wandering around the room, or the person keeps breaking away to speak with someone else? How do you feel when you're only partly involved in a conversation yourself? Share your answers with your coach and/or the group.

2. Think of a task in which you failed to "lock on." How successful were you in achieving the results that you wanted? Discuss your answers with your coach and/or the group.

3. Think about how this applies to your work relationship at John L. Scott. How can "locking on" benefit your work group or the company as a whole? How do you know when you've "locked on" in the right way? Or when you've locked on inappropriately? Discuss your answers with the group.
