



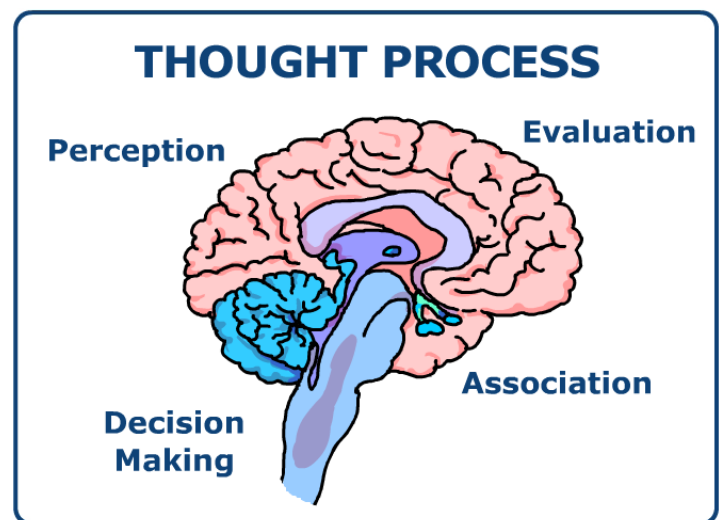
SUMMARY UNIT 3 : Chapter 1 : Mental Technology, Part 1

We can divide the mind into three parts: the conscious, the subconscious and the creative subconscious.

The conscious has four functions. When you understand these functions, you can understand how your image of reality gets in your mind and how that affects your behavior. One of the functions of the conscious mind is perception through your senses. "You mean, what I know isn't necessarily the truth?" That's right. The information you have been perceiving over your lifetime – even before birth – every TV program, lecture, book, every experience is stored in the neurons of your brain. We don't yet know precisely how memory works, but we think there is a chemical change that takes place in the neurons. The information that we are exposed to, at least our version of it, is then taken and stored on the subconscious level.

Dr. Wilder Penfield, during exploratory surgery on a patient who had epilepsy, with a portion of skull removed, noticed that as he touched the temporal cortex of this patient's brain, the patient relived an experience that had occurred years before. And as they did further experiments, they found that the information – the individual's version of the information – was stored there, never to be lost, never to be forgotten.

An important thing to remember is that one of the functions of the subconscious is to store information that we have about ourselves. Not just store the knowledge and the skill, but also store the feeling about it. Every experience has an emotion attached to it. It could be a neutral emotion, but it could be anger, or fear of being punished in some way. But the emotion is stored here, and we think that emotion is stored in the limbic system.





Mental Technology, Part 1 Continued

Let's go back to the conscious mind for a moment. Perception is the first function. The second function is association. Association is when you perceive a situation, and ask yourself, "Have I seen anything like this before? Have I seen anything like this business transaction before? Have I seen anything like this traffic problem before?" You do this instantaneously, perceive and associate. But what do you associate it with? Stored information. What was it like before? If you haven't had any experience, it is meaningless to you. If you had experiences in the past, you bounce those associations off of them, and go into the third step. The third is that of evaluation – an evaluation of the probabilities of "What is this leading me towards? Is this leading me towards something that is going to be good, or is it leading me toward something that is going to be harmful or painful?"

You are constantly judging probabilities. When you are immature or inexperienced, usually your evaluations are black or white, good or bad. There are no shades of gray. But when you get very good, through experience, you see that your evaluations have many options. You evaluate the situation based upon what has happened to you in the past.

The fourth function is that of decision-making. Most of us are making decisions about investing our hard-earned money, not based upon what could happen, but what happened the last time we invested. "I lost it. I will not do it again." You could have gone through a traumatic divorce and that emotional experience is stored. Later, you think about getting engaged or getting together with somebody who would be perfect for you. But when you perceive the situation, you ask yourself, "Have I seen anything like this before?" "Yep." You evaluate, "What is this probably leading me to?" And you say, "Nothing good." So you would decide not to get involved with the new person because of the old person. Many of our decisions are not based upon the potential of what could be, but the history of what has happened before.

Norbert Wiener, the founding father of the computer, had a saying for this. It is called the GI/GO principle: Garbage in, garbage out. When you put misinformation into a computer, don't expect the right answers to come out. Some people are operating with a great deal of garbage in – misinformation about their ability to be in business, or holding together a good family, or how they are as a person. We are operating on misinformation, and the most powerful part of it is the emotion that is also stored. The power of the emotion that is stored has a great effect on whether you are going to allow yourself to use the potential or whether you are going to hold yourself back.



Mental Technology, Part 1 Continued

Richard Gregory is one of the world's foremost experts in perception and how the mind works. He has a definition of intelligence that is worth remembering. He said, "Intelligence, very simply, is just the art of guessing correctly. And anything we can do to improve our guesswork is going to make us more intelligent." One of your tasks will be to make yourself more effective. You need to improve the stored information in the neurons of your brain that allows you to operate free-flowingly and naturally. If you blow up or avoid certain situations, you may say, "This is just the way I am. I was born that way." No, this is acquired, this is second nature. You assimilated this and you can change it. You use a process of visualization and affirmations to put new information into your reality system. When you do this, your decisions get better, your life gets better, the world around you gets better. That is the goal – teaching you to improve on the inside, so that the outside improves.