

Unit 3.2 Mental Technology, Part 2

OVERVIEW

In addition to evaluating and reacting to situations, our minds undertake more subtle activities when confronted by a particular circumstance. This subtle activity takes place in what is known as our “creative subconscious.” It is the part of our minds where our self-image, or self-concept, is built and maintained.

One of the main purposes of our creative subconscious is to preserve our sanity, or what we typically call our “reality.” This checks-and-balance system ensures that we always act like the person we know ourselves to be. It causes us to self-regulate to our belief level. For instance, people who think that they don’t deserve to have a good marriage or a good job often act in a way that undermines the successes that they either have achieved or could achieve.

The creative subconscious also has three other functions. The second is to resolve conflicts. The third is to produce drive, energy, and momentum. And the fourth is to create and maintain purpose in our lives. These functions work together to motivate us. If the creative subconscious senses a conflict, it creates tension and energy within us that drives us to resolve the conflict—specifically, in a way that enhances our overall purposes in life.

If we consciously adopt a more positive, more appropriately directed self-concept, our creative subconscious will help us to transform our negative behaviors into more positive ones. And that is the first step toward constructive change.

UNIT QUESTIONS / EXERCISES

1. What is your “reality” about yourself? Who do you know yourself to be? Share your answers with your coach and/or the group.

2. Think of a time when you acted “out of character.” How did you feel? What did you do to bring your actions into harmony with your self-concept? 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” govern the organization’s operations? How could the organization constructively act “out of character”? How would it have to change its own self-concept in order to maintain this performance level? Discuss your answers with the group.
