

Part 3

Perspectives

“The universe is a mirror.....
That reflects your thinking”



“Why is this happening to me?”

It's a common thought and unfortunately it puts us squarely in the view point of a victim.



In this session we are going to explore ideas around being the beneficiary of change and not the victim.

Each Change experience we have creates a learning opportunity if we choose to look at it as such.

Timing



Change experiences come to us at the exact time when we need them so that we can gain the knowledge needed for the next stage of our journey.

As the expression goes “the teacher appears when the student is ready”.

What am I to learn?

- In the midst of a change event it's so important to be curious and ask "What am I supposed to learn?"
- The National Science Foundation published research findings that the average person has about 12,000 to 60,000 thoughts per day. Of those thousands of thoughts, 80% of them were the same as the day before.
- 3-4 weeks to develop a habit, no wonder change is hard

Synaptic Connections



Scanning for threats

We are all hard wired for survival, it is how the human species survived more environmentally treacherous times.

Just walking in the woods thousands of years ago was a 50/50 proposition from you looking for a meal or you being a meal.



Go with the flow

It's the reorientation of your thought process that moves a change experience from that of victim to that of beneficiary.



In the cycle of change, events either happen **to you** or **with you**. you pick the perspective. “To you” means that that you are resisting and you are swimming against the current.

If you have ever had any survival or advanced swimming instruction you are told not to swim against the current as you will tire and possibly succumb. Instead you are coached to flow with the current and save your strength so that when you see the opportunity to slip to safety you have the stamina to do so.

Scanning for opportunity

Resisting change experiences is much like this swimming metaphor. If you spend all your time and energy resisting, fatigue sets in and you miss the opportunities that are being presented to you.

Conversely when change is happening “**with you**” then “going with the flow” allows you to conserve your energy and use it wisely so that as opportunities arise you can grasp them. son, although most people do not understand its derivation.

Fear of Loss V. Potential of Gain

The **loss aversion** is a reflection of a general bias in human psychology (status quo bias) that make people resistant to change. So when we think about change we focus more on what we might lose rather than on what we might get.

In cognitive psychology and decision theory, **loss aversion** refers to people's tendency to prefer avoiding **losses** to acquiring equivalent gains: it is better to not **lose** \$5 than to find \$5.

Which are you?



Beneficiary	Victim
What am I to learn?	Why is this happening to me?
How does this experience connect to other events I've experienced?	I can't believe this happening again
I'm excited for the new opportunity	I'm afraid of what I don't know
What's a new way we could do this that we haven't thought of yet?	I've always done it this way
What will new ways of doing things lead to?	I'm scared to try something new
This is obviously a great time to re-evaluate	This couldn't happen at a worst time
I'm going to gain knowledge through this change experience so I can thrive	I'm just barely surviving, how am I expected to deal with this?
I can go with this flow of events	I've got to fight against this flow of events

In Practice



When were you last the beneficiary of change and did it come at an opportune time?