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CLEAR THINKING

from Uncommon Knowledge

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Psychology for success, health and happiness

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In this month's Clear Thinking...

- 1: Article: Suggestibility Rules, OK!
- 2: Top Tip: Make the Most of Your Stereotypes
- 3: Inspiring Quote: Insight

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Dear Subscriber

Of course, we modern, educated, enlightened people like to think that WE can see through other people's deliberate (or unwitting) attempts to influence us and that WE can make up our own minds about how to think and behave. So it may come as a shock to you to read our lead article this month and discover one of the most powerful forms of influence in our lives. One that most people are completely unaware of. But one we are all subject to. Including you.

Having become aware of it (after reading our article), we hope you will go on to capitalise on this knowledge. Some of you might want to use this information to further your plans to take over the world (we can't stop you). But others may see that this new understanding opens the way to many positive benefits - if you act on it. So we've include

2: Top Tip: Make the Most of Your Stereotypes

We humans fit our behaviour to a 'type' that's current in our minds. So, for example, if we are surrounded by very frail elderly people, we are more likely to act frailer and older than we actually are. This tendency of ours can be put to really good use.

When you have a task to do, you can prime yourself to carry it out much better if you sit down for a few moments before starting and list in your head all the words you can think of that go with doing that task really well.

So, for example, if I'm about to ascend a climbing wall, my list of words could include 'agile', 'strong', 'light', 'flexible', 'determined', 'focussed', etc

If you're about to go into a business meeting, you might list to yourself words like: 'professional', 'logical', 'intelligent', 'focussed', 'calm', etc. If you're going out for a romantic meal, you might say: 'attractive', 'witty', 'attentive', 'sparkling', 'gracious', 'fun', 'warm', 'interesting', 'sexy', etc.

Spend a couple of minutes doing this in your mind just prior to engaging in an activity, and your mind will have a fixed set of positive behaviours associated with doing well in that activity.

And you can go further.

Sit down and close your eyes just before starting on your activity and imagine seeing a group of talented people engaged in that activity. So, if you are, say, running a race, imagine watching lots of gifted runners. For your business meeting, imagine seeing very calm, cool professional business people getting together. Before you sit an exam, picture a group of professors talking about that subject. Or even, before go out on that hot date, imagine lots of different couples in your mind getting along really intimately!

Using this kind of visualisation, coupled with listing those associated words to yourself, will give you great

results.

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3: Inspiring Quote: Insight

“The most exciting phrase to hear in science, the one that heralds new discoveries, is not Eureka! (I found it!) but rather ‘Hmm...that’s funny...!’.”
Isaac Asimov, Physicist, scientist, science fiction author,
1920 – 1992

“A moment’s insight is sometimes worth a life’s experience.”
Oliver Wendell Holmes Sr, US poet and physician, 1809 – 1894

It is not the instant discoveries that produce the Eureka moment, but the quieter, more insightful, realisations which can be the trigger to the most enduring, progressive and important discoveries of all.

The greatest moments of discovery can have the smallest beginnings.

Many of the greatest inventions of humankind have begun with a moment’s insight.

What about you?

When did you last have a 'Hmmm, that's funny...!' moment?

What kind of thinking led you there?

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That's all for this month -
we hope you enjoyed it and we'll see you next month!

Roger Elliott & Mark Tyrrell
Uncommon Knowledge

