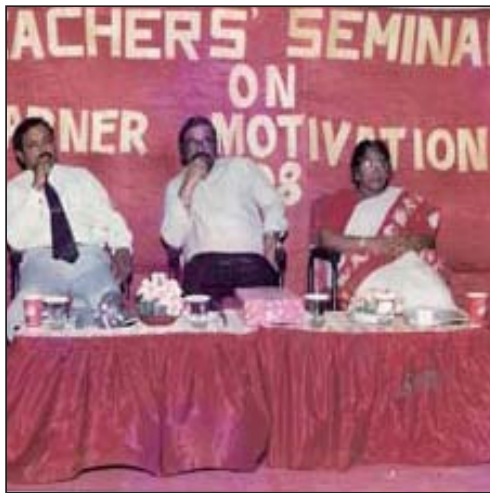


# ENGLISH MANUAL



## CHAPTER 10

### STRATEGIES FOR IMPROVED PERCEPTION



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### ■ ANALYSE YOUR OWN PERCEPTIONS

Question your perceptions, and think about how they are formed. Check in with others around you regularly, and be aware of assumptions that you are making. Seek additional information and observations. You may just need to ask people if your perceptions are accurate.

### ■ OBSERVE CAREFULLY AND ATTENTIVELY

Look for detail, but keep the bigger picture in mind. For instance, it is important not to ignore or gloss-over the details of a situation or the subtle aspects of a person. However, it is important to see any one moment as part of a larger context. People have lives outside of work, for example, and any small part of a project ultimately is linked to a system much larger than itself.

### ■ INTERPRET CONSCIOUSLY

Recognize the meanings you attach to what you perceive, and know that not everyone will attach the same meanings to the same things or situations. Ask yourself why you associate those meanings with what you do.

### ■ WORK ON IMPROVING YOUR PERCEPTION

Increase your awareness of barriers to perception, and which ones you tend towards. Check in with yourself regularly. Seek honest, constructive feedback from others regarding their perceptions of you as a means of increasing your self-awareness.

### ■ FOCUS ON OTHERS

Develop your ability to focus on other people, and understand them better by trying to gather knowledge about them, listening to them actively, and imagining how you would feel in their situation.