

# Personal Power and the Art of Perception

A presentation by Leslie Gabriele

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# Power and Perception

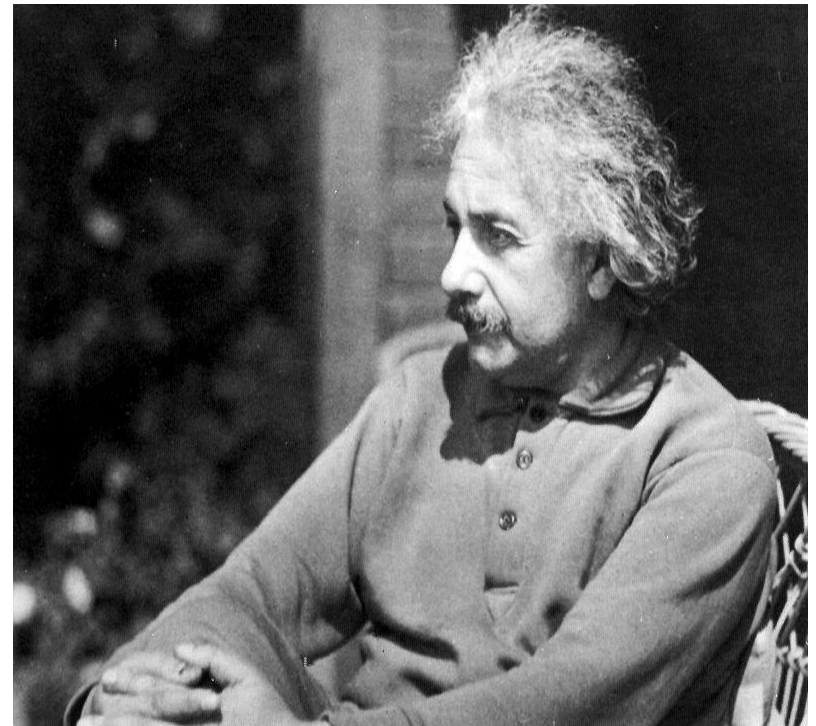
- Scientific Principles
- Human Behavior
- Expectations
- Intentions



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# Quantum Physics:

Hard matter is  
mostly empty  
space with  
energy running  
through it

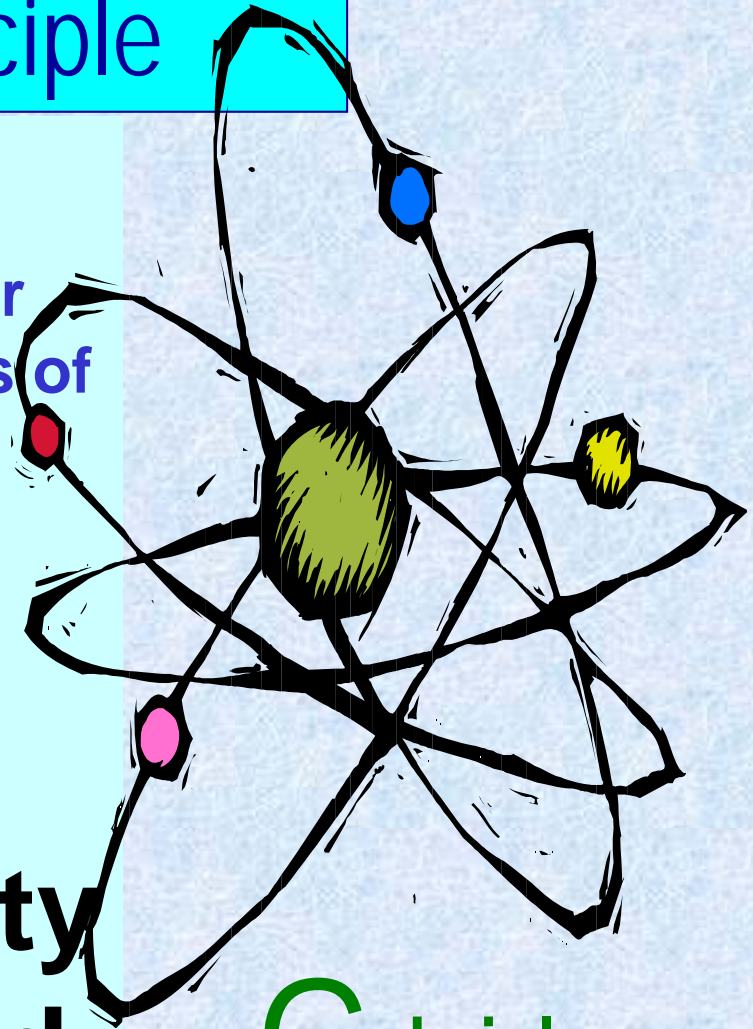


# The Uncertainty Principle

Heisenberg

had a shocking but clear realization about the limits of physical knowledge:

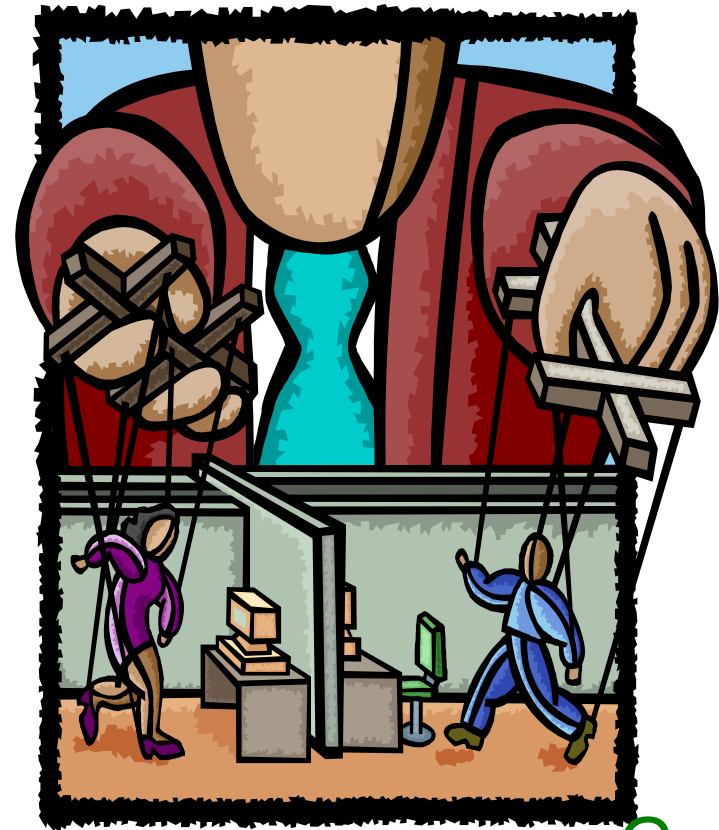
**the act of observing alters the reality being observed.**



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# The Hawthorne Effect

The act of being closely attended to caused improvements in performance.



# Theorizing... **if**



## Science:

We are mostly pure energy

Act of observing effects the observed



## Management Research:

Observation caused improvements



# **Possibly...**

**If we observe differently (change the energy)  
there may be a differnt outcome ??**

# The Intention Theory

E  
N  
E  
R  
G  
Y

What comes around, goes around

# Intention

**in·ten·tion** ( n-t n sh n )  
*n.*

**A course of action that one  
intends to follow.**

**An aim that guides action**

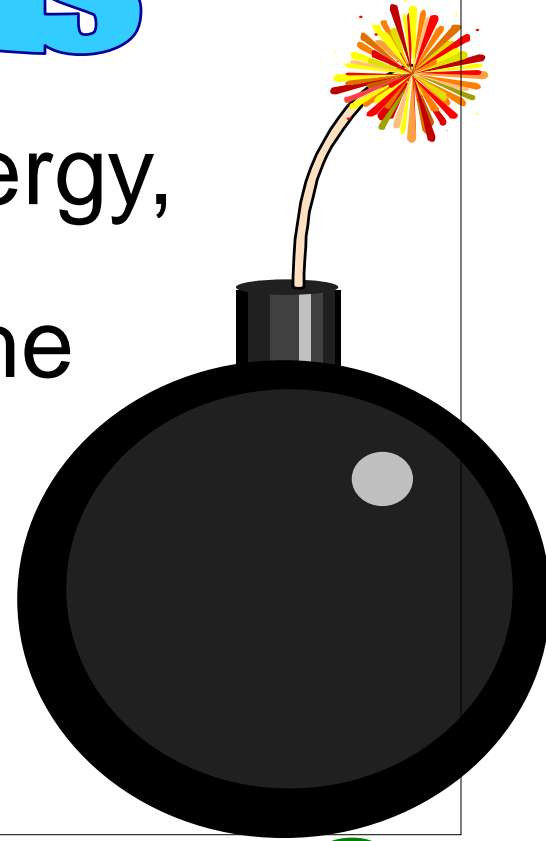


# Intentions

If we are mostly energy,  
and we change the  
type of energy

**(intention)** we take in

and put out then????



# Intentions

If our intentions  
affects the outcome....

and we  
**change**

our intention...



# *the Q & A Exercise*

1. Why is the sky blue?
2. How do I get to the Library?
3. Where can I buy coffee?

# *the Q & A Exercise*

**ANGER !**

# *the Q & A Exercise*

# Decisive

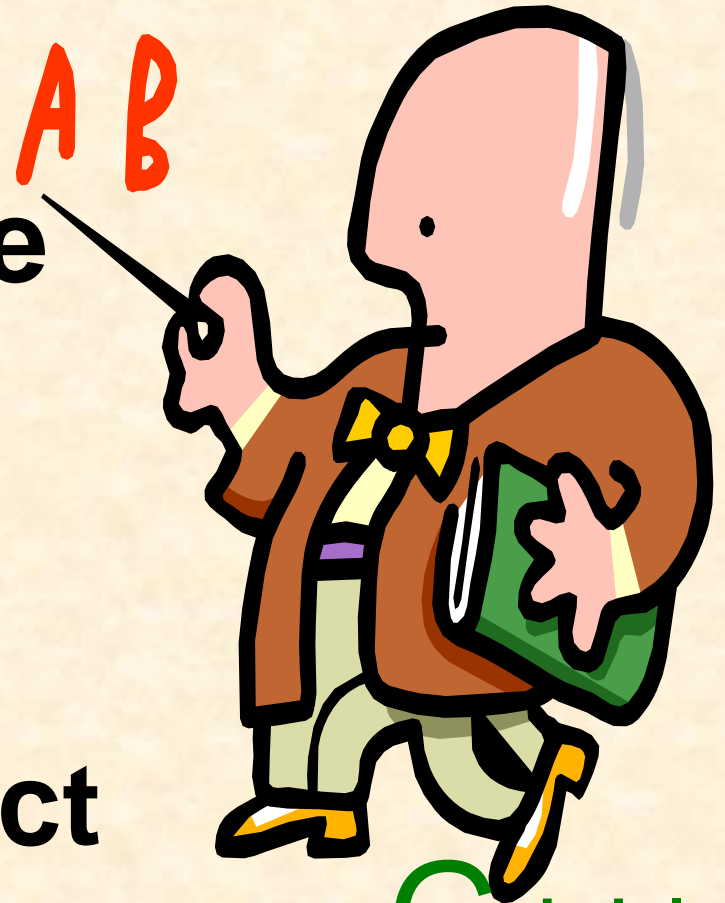
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# *the Q & A Exercise*

Selfish

# The Pygmalion Effect.

**Teachers have  
proven that  
you get  
what you expect**



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# The placebo effect

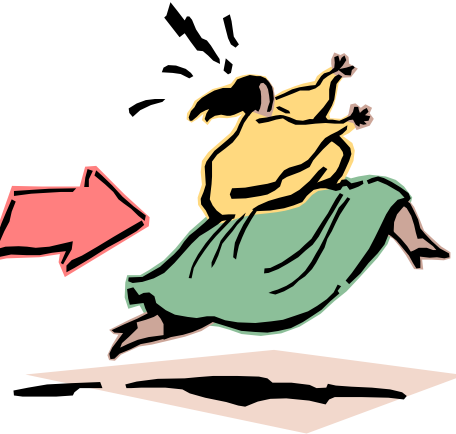


Many believe  
the large  
positive effects  
are simply from  
the expectation  
created

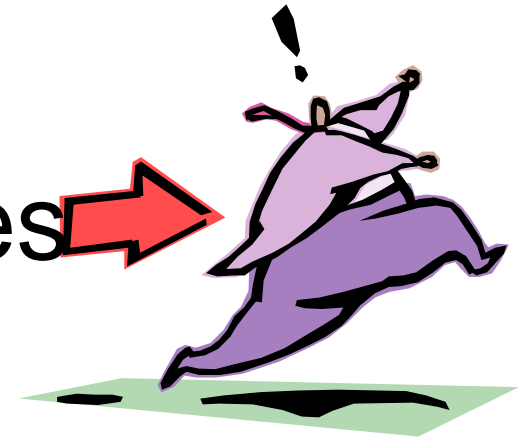
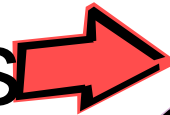


# Our Intentions Creates Our Reality

Opinions



Attitudes



Judgements



## The Group Exercise

The President of your 500M company, Joan, has an issue that you MUST resolve immediately.

Her assistant, John, is her right hand, her ally, her advisor, her confidant, and her 2<sup>nd</sup> in command. Joan travels worldwide and trusts John to run the company in her absence. John has full decision making authority. He personally deals with the top 25 customers and has so for the last 15 years.

John has just told Joan he is taking a 6 month sabbatical effective immediately. He leaves in 4 hours.

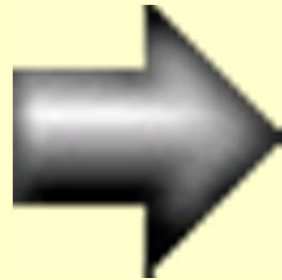
John's mother was studying a tribe in the deepest, darkest parts of Africa. He just got word she is dying and wants him to join her. The tribe's customs are peculiar. One major issue is anyone who enters must enter completely naked and barefoot carrying nothing and must leave the same way. Violation means instant death. John has told Joan he will be unable to have outside contact.

Joan is distraught. She is concerned about her ability to function effectively without John. She is concerned about the customers losing the personal contact they have become accustomed to. She is concerned about losing her confidant. She is concerned how Wall Street will react to this news. She is concerned about managing the increased workload.

(Modified from the University of Structured Experience Kit)

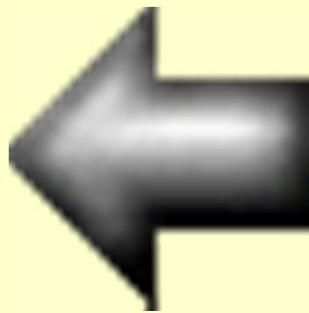


# Intention Creates Outcomes



them

them

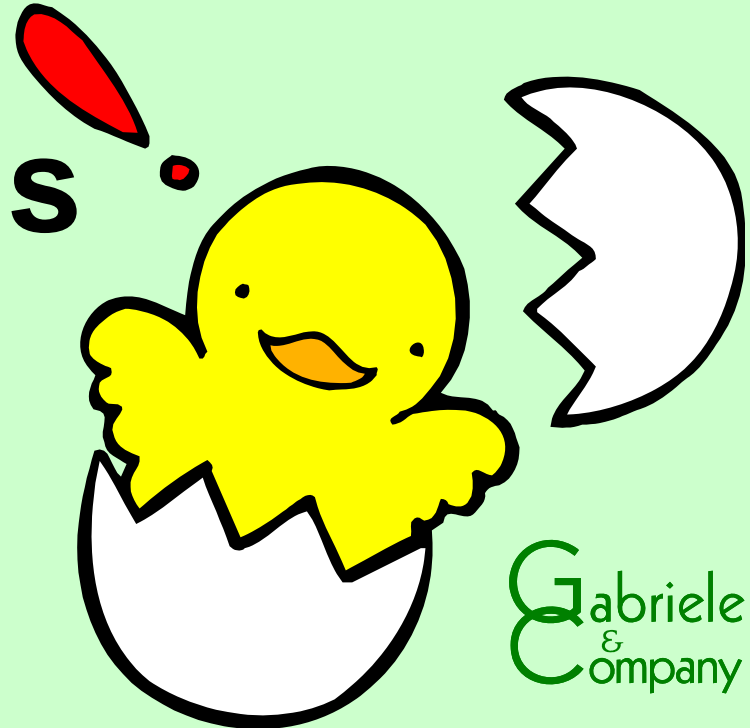


# The Bottom Line

- Intentions
- Expectations
- Energy

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= Behaviors



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# The Certainty Principle



**If you  
Believe it,  
you  
WILL  
see it**

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# personal power & intention



intention

+



expectation

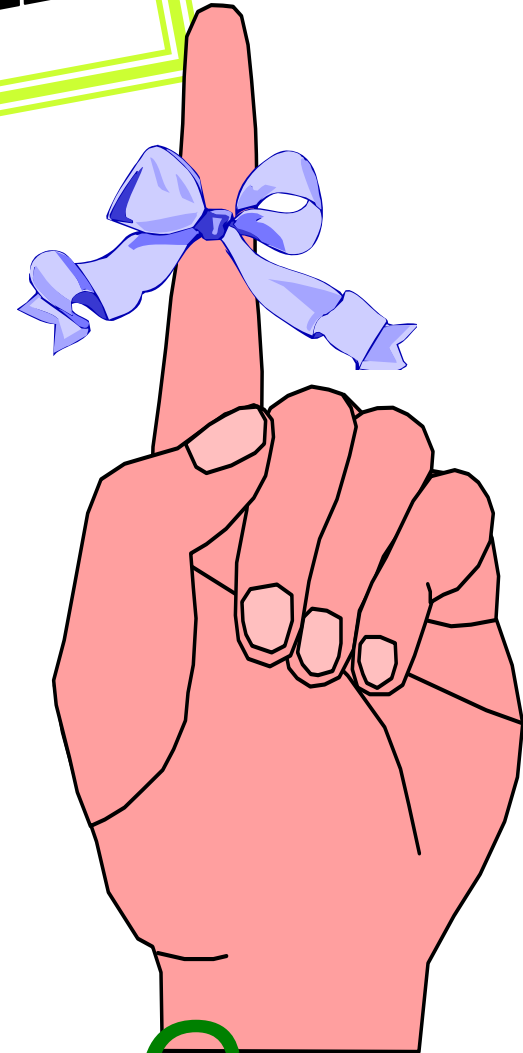
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The  
best  
people  
have  
to  
give

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**Remember --**

**Our  
expectations  
affect  
outcomes**



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