Personal Power and the Art of Perception

A presentation by Leslie Gabriele
Power and Perception

- Scientific Principles
- Human Behavior
- Expectations
- Intentions
Quantum Physics:

Hard matter is mostly empty space with energy running through it
Heisenberg had a shocking but clear realization about the limits of physical knowledge:

the act of observing alters the reality being observed.
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 different outcome??
The Intention Theory

What comes around, goes around

Gabrielle Company
Intention

in·ten·tion  (n-t n sh n)

n.

A course of action that one intends to follow.

An aim that guides action
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...
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
the Q & A Exercise

Selfish
The Pygmalion Effect.

Teachers have proven that you get what you expect.
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 2nd 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

you → them

them ← you
The Bottom Line

• Intentions
• Expectations
• Energy

= Behaviors
The Certainty Principle

If you
Believe it,
you
WILL
see it
personal power & intention

intention + expectation = The best people have to give

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Remember --

Our expectations affect outcomes