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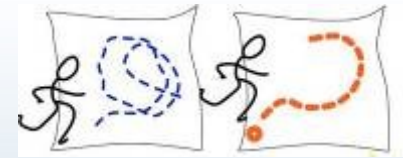
TO ACT OR BE ACTED UPON



Overview

- Recap
- Motivation
- Principles of personal vision
 - Freedom to choose
 - Proactivity Defined
 - Act or be acted upon
- Knowing your paradigm
 - Circle of influence v/s Circle of concern
 - Listening to the language

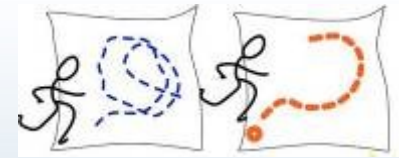
Recap - Paradigms



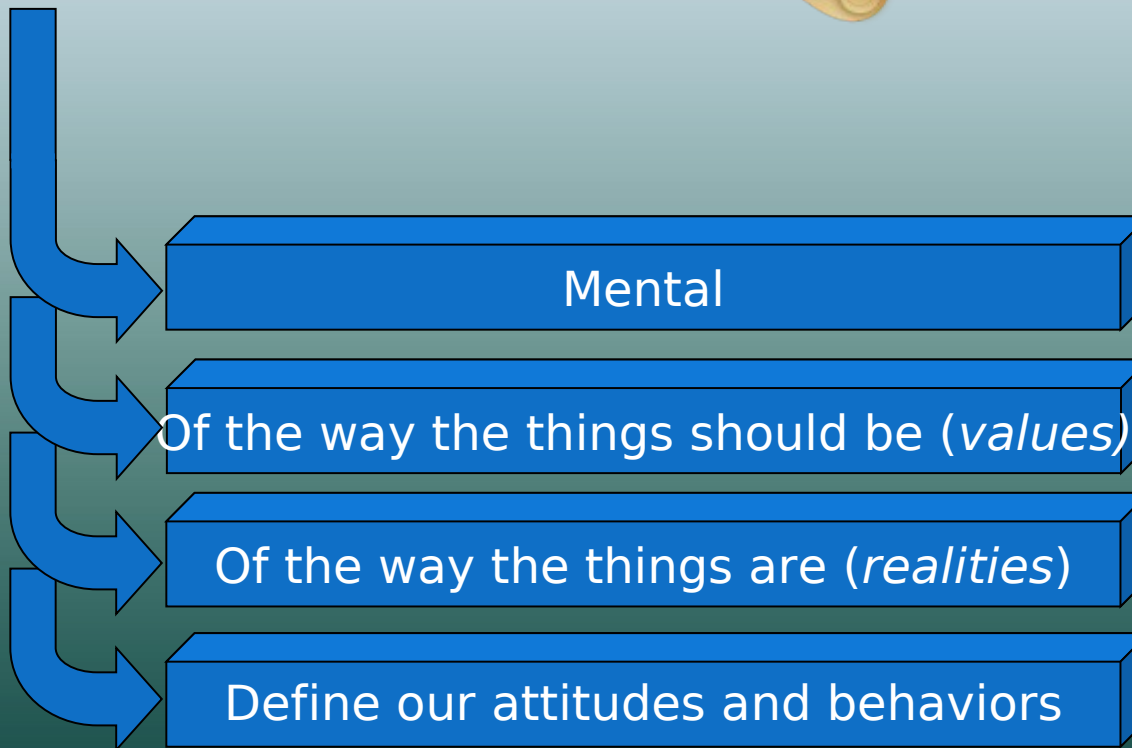
Paradigm



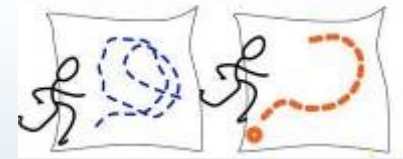
Recap - Paradigms



Paradigm



Recap - Paradigms



Paradigm    Territory

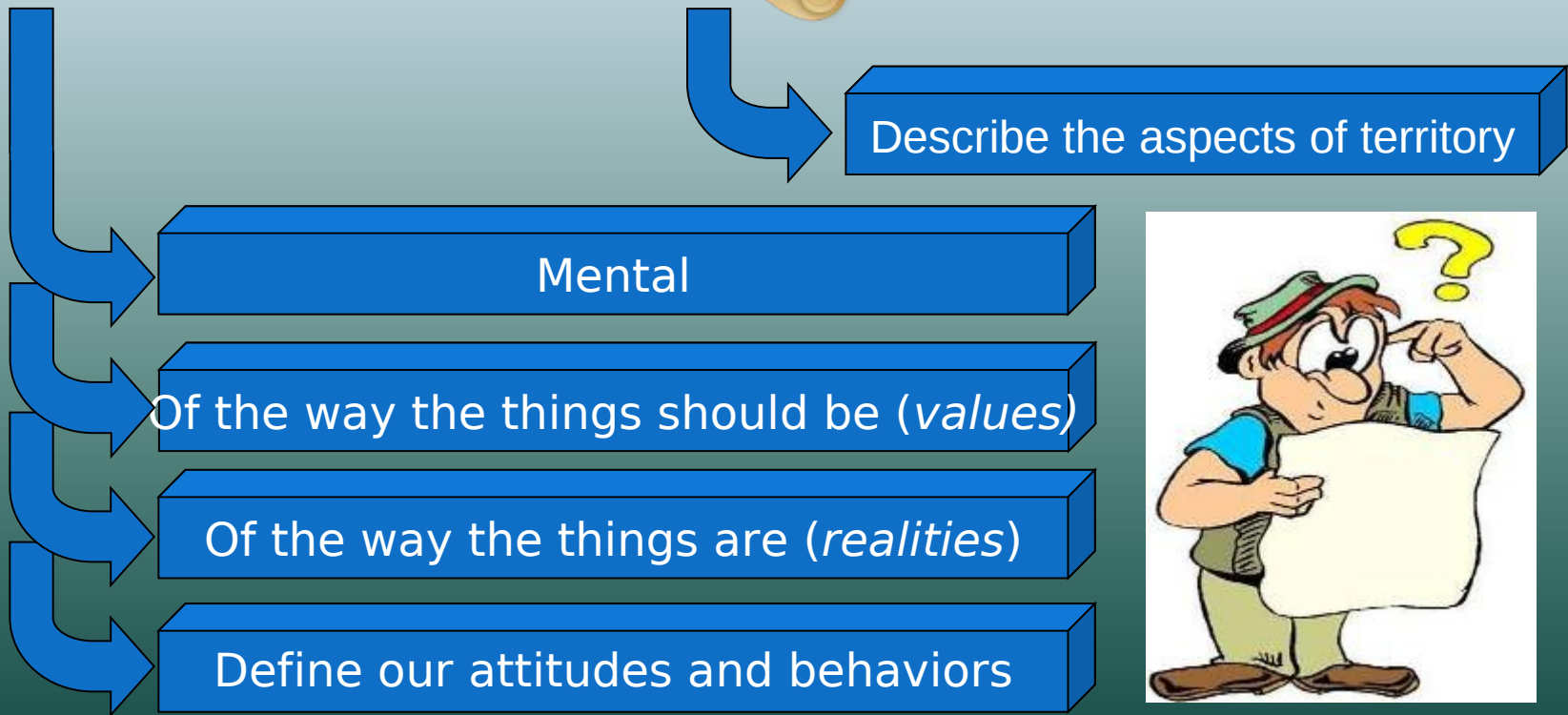


Illustration of Paradigms

- Personal Paradigms: Identify the lady

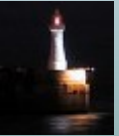


Illustration of Paradigms

- Scientific Paradigms
 - Newtonian and Einsteinian paradigms
 - Ptolemaic and Copernican paradigms
- Hitler's paradigm of Jews
- From last session
 - Paradigm of Swiss watch making company
 - Paradigm of Hydraulic engineers

Motivation – A Dialogue

Signal that ship.
We are on a
collision course,
advise you change
course 20 degrees



Motivation – A Dialogue

Signal that ship.
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Advisable for you
to change course
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Motivation – A Dialogue

Signal that ship.
We are on a
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I'm a captain,
change course
20 degrees

Advisable for you
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Motivation – A Dialogue

Signal that ship.
We are on a
collision course,
advise you change
course 20 degrees

I'm a captain,
change course
20 degrees

Advisable for you
to change course
20 degrees

I'm a seaman
second class. You
had better change
course 20 degrees



Motivation – A Dialogue

Signal that ship.
We are on a
collision course,
advise you change
course 20 degrees

I'm a captain,
change course
20 degrees

Advisable for you
to change course
20 degrees

I'm a seaman
second class. You
had better change
course 20 degrees

I'm a battleship.
Change course
20 degrees



Motivation – A Dialogue

I AM A
**LIGHT
HOUSE**

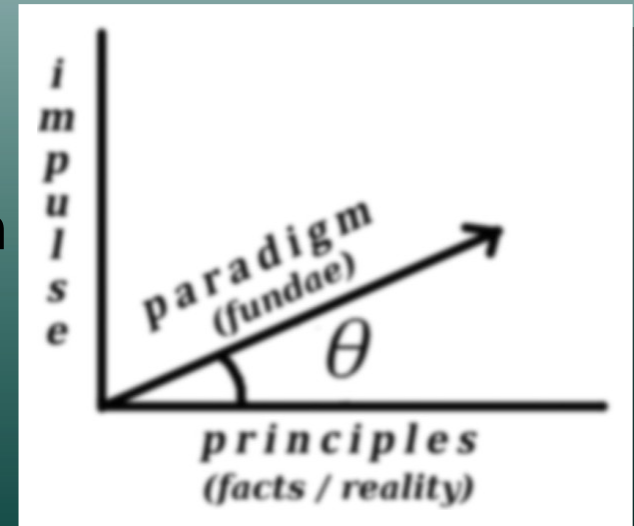


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hhh....* ? §
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Motivation

- Principles are like light-houses
 - Guide us
 - Unbreakable and unchangeable laws
- Paradigms are maps that attempt to describe territory, composed of principles
- Effectiveness of a Paradigm
 - Indicator of its alignment with principles





PRINCIPLES OF PERSONAL VISION

Principle-1: Freedom to Choose

- Deterministic Paradigm (Stimulus-Response Theory) → *Video clip*
 - Your nature = $f(\text{genes, upbringing, surroundings})$
 - Does it fully describe your nature?
- **Not at all**, in case of humans

Principle-1 (cont.)

- Between stimulus and response there is the greatest power –

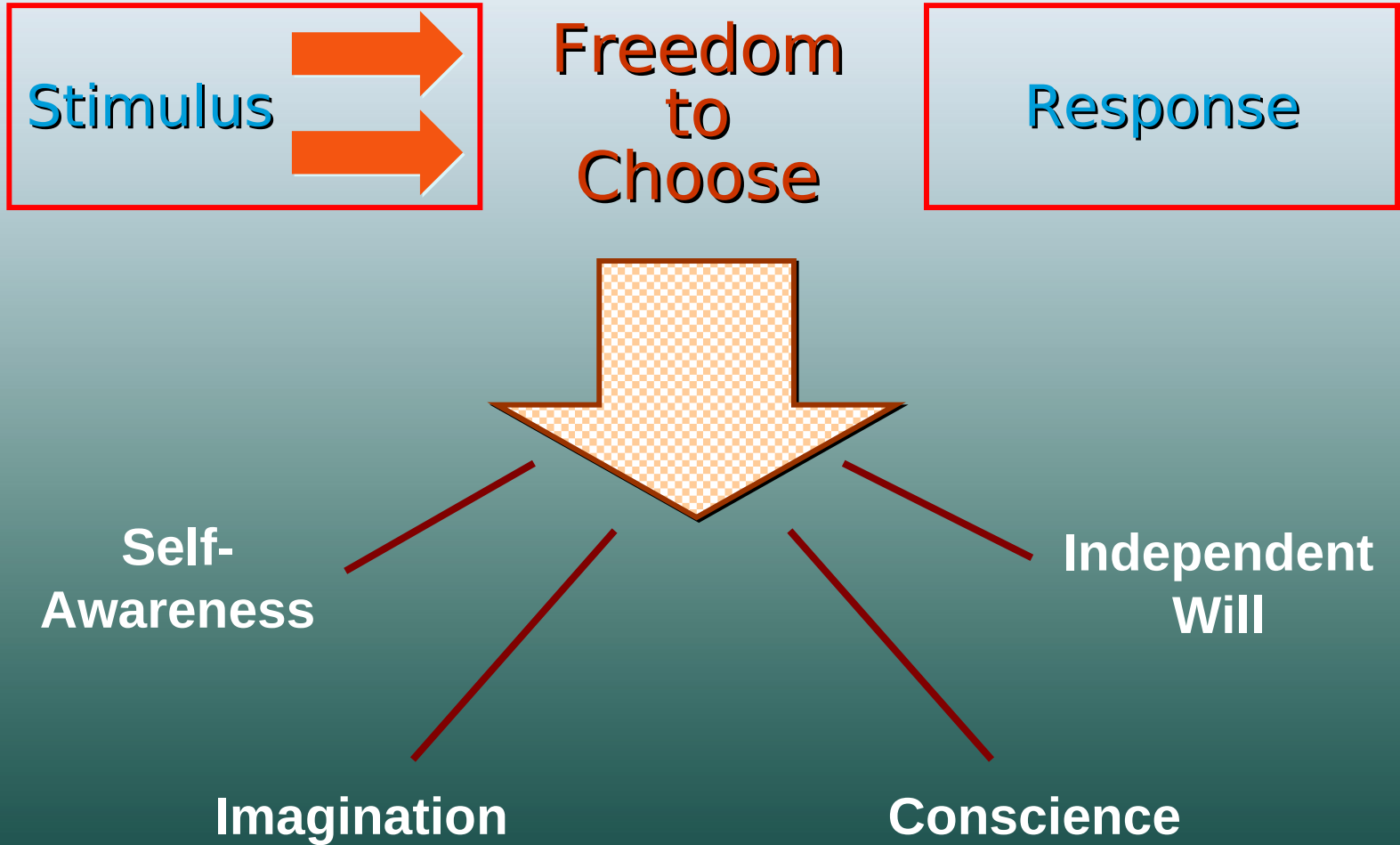
Principle-1 (cont.)

- Between stimulus and response there is the greatest power – **FREEDOM TO CHOOSE**

Principle-1 (cont.)

- Between stimulus and response there is the greatest power – FREEDOM TO CHOOSE
- Drawbacks of deterministic paradigm
 1. Instinctive behavior – lack of versatility
 2. Limited response
 3. Unexplored effectiveness – inability to exercise choices

Proactive Model



Proactivity Defined

- Proactivity

- Exercise the freedom to choose one's response
- Take responsibility (=response+ability), no '**blame game**'
- Carry one's own weather

- Reactivity

- Choose to empower conditions around to control us
- Blame the surroundings for our attitude
- Get influenced by **social/environmental** weather

Proactivity Defined

- Proactivity
 - Exercise the freedom to choose one's response
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Essence of Proactivity:
Subordination of an impulse to a value

Reactivity

- Choose to empower conditions around to control us
- Blame the surroundings for our attitude
- Get influenced by **social/environmental** weather

Principle 2: To Act or Be acted upon

- Choose either
 - To act, or
 - Be acted upon
- Basic nature of man is to act, to take initiatives
 - Henry David Thoreau – *I know of no more encouraging fact than the unquestionable ability of a man to elevate his life by conscious endeavours*
- Recognize responsibility to make things happen

Knowing your Paradigm

- Are you proactive or reactive?
 - Circles of influence and concern
 - Where do you focus your time and energy?
- What language do you speak?
 - Let's listen...

Circle of Influence & Circle of Concern

- Circle of Concern: Things that occupy your mental space but you may not do anything about
 - 'If only I **had** a single room!'
 - 'If only I **had** a more compassionate guide!'
- Circle of Influence: Things that concern you and can be influenced
 - 'I can **be** more patient and friendly with room-mate.'
 - 'I can **plan** my schedule to finish everything on time.'

Circle of Influence & Circle of Concern

- Circle of Concern: Things that occupy your mental space but you may not do anything about
 - 'If only I **had** a single room!'
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● Circle of Influence: Things that concern you and can be

Actions ∈ Influences
Consequences ∈ Concerns

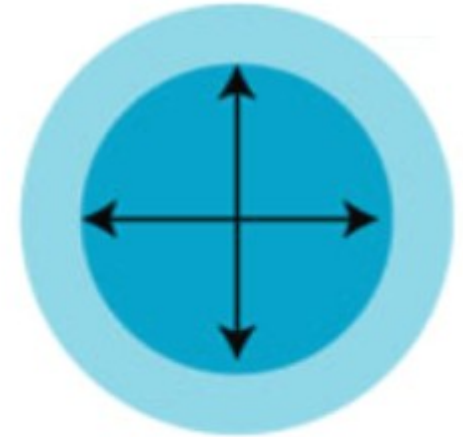
- 'I can **plan** my schedule to finish everything on time.'

Where do you focus time & energy?

- Proactive people focus on influences
 - Generate positive energy
 - Circle of influence expands, ex: Gandhi

Where do you focus time & energy?

- Proactive people focus on influencing others
 - Generate positive energy
 - Circle of influence expands, ex: Garfield

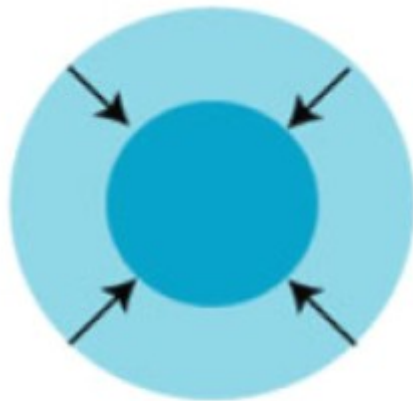


Proactive Focus
Positive Energy enlarges the
Circle of Influence

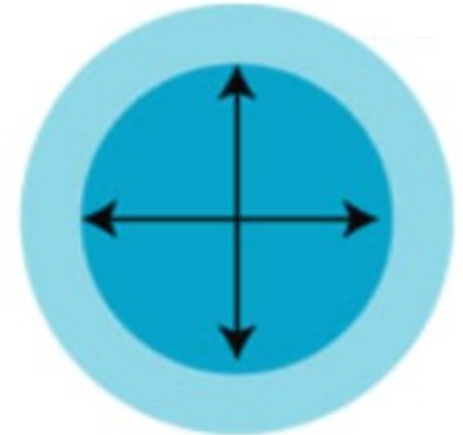
- Reactive people focus on concerns
 - Focus on the weaknesses of others
 - Circle of influence shrinks due to neglect

Where do you focus time & energy?

- Proactive people focus on influencing others
 - Generate positive energy
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Reactive Focus
Negative Energy reduces the
Circle of Influence



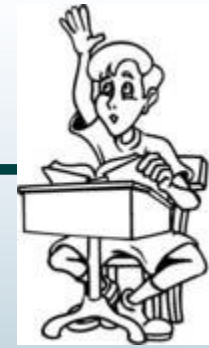
Proactive Focus
Positive Energy enlarges the
Circle of Influence

Reactive people focus on concerns
on the weaknesses of others
of influence shrinks due to neglect

A Beautiful Prayer from 'Alcoholics Anonymous'

- “Lord, give me the **courage to change** the things which can and ought to be changed, **serenity to accept** the things which can not be changed, and the **wisdom to know** the difference.”
- Influencing the Circle of Concern
 - *Direct control* : Change the habits
 - *Indirect control*: Changing the methods of influence
 - *No control*: Changing the way we see the problem

Listen to your Language



- A dialogue....
 - *Student*: "Will you excuse me from the class? I have to go on a tennis trip."
 - *Prof. Sharma*: "You **have to** go, or you **choose to** go?"
 - *Student*: "I really have to."
 - *Prof. Sharma*: "What will happen if you don't?"
 - *Student*: "Why, they will kick me off the team."
 - *Prof. Sharma*: "How would you like that?"
 - *Student*: "I wouldn't."
 - *Prof. Sharma*: "In other words, you choose to go because you want the consequence of staying in the team."

Hear you Speak!

Proactive	Reactive
Let's look at our alternatives. I can choose a different approach	Given the circumstance, there's nothing I can do
I control my own feelings	He makes me so mad
I can create an effective presentation	They won't allow that
I will choose an appropriate response	That's just the way I am
I choose. I prefer. I will.	I have to do that I can't. I must. If only...

Other Quotes

- No one can make you feel inferior without your consent
 - Eleanor Roosevelt
- Better deny at once than promise long
 - Danish proverb

Activity Time

- Please refer to the characteristics of proactive and reactive behavior described on the board.
- In each of the following situations, what would you say and/or do if you were being proactive?
- You can use the sheet of paper handed out to you to jot down any points.
- We can split into groups and each group could discuss concerns and/or solutions.

Scenario-1

- You have a quiz in tomorrow's class. And you are yet to begin studying for it. Your wing-mates are going for a treat and they want you to join them as well. How would a proactive/reactive person handle such a situation?

Scenario-2

- Your room mate is always teasing you and calling you names. You try to ignore it when he/she does it in hostel, but you get really embarrassed when he/she does it in public (say in the classroom).

Scenario-3

- You and your friends are spending the day at the local swimming pool. You are not a very good swimmer and do not know how to dive. One of your friends keeps insisting that you at least jump off the board.

References

- Stephen Covey 'Seven Habits of Highly Effective People'
- Video: 'Domino Effect' – Youtube.com

