

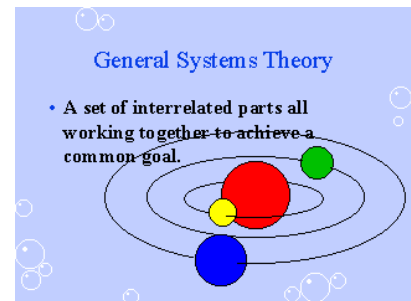
Putting it all Together: Making Life Respond



LECTURE 7
GARRY JACOBS

What is Society?

- Individualism tells us society consists of countless separate, independent human beings with some shared characteristics
- Reductionism tells us society is an empty playing field on which we interact – as in a marketplace
- Systems theory tells us we are not separate, unconnected independent persons at all.
- We are not just similar to one another – we are intimately interrelated & interconnected.



Society is

- an organization of individuals coordinating their activities
- a complex highly integrated organization of systems
- a living organism in which everything is connected to everything else – people, organizations, nations
- a part of a wider organization or organism which includes all life and material nature on earth – GAIA



Filling in Missing Links

- **Science has uncovered many of the links and causal relationships between the different parts, levels and dimensions of the living organization on earth**
- **But when it comes to human life, there is much which defies explanation**
- **Unresolved contradictions usually point to deeper levels of relationship waiting to be discovered**
- **Instead of persisting with explanations within the framework of existing knowledge, it is wise to impartially consider other explanations.**



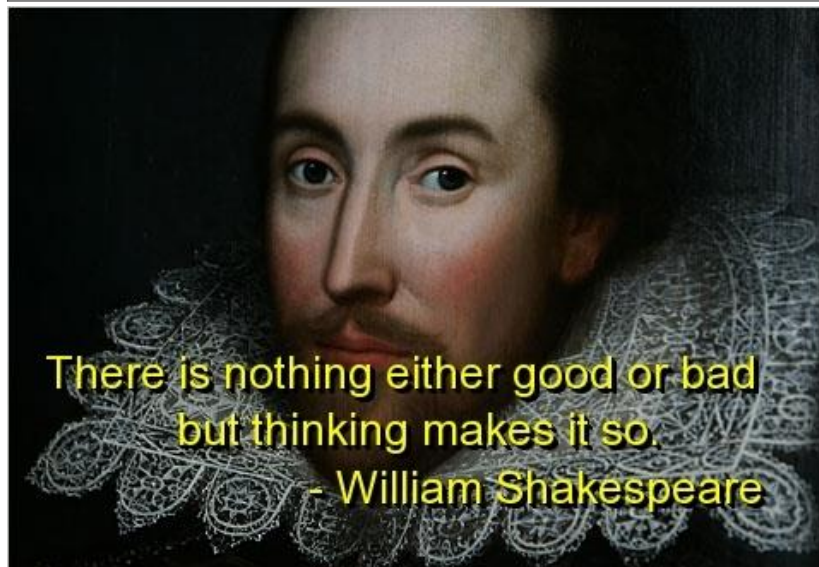
What is Life?

- Historical events, biography, the testimony of high achievers, the writings of great authors and great thinkers point to the conclusion that there is a relationship between what people subjectively think and feel and what happens in the world around them
- This conclusion is consistent with the von Neumann–Wigner interpretation of Quantum Theory that consciousness causes a collapse in wave particle behaviour
- We may not be able to explain it by current concepts and theories, but that does not mean we should ignore it
- It is not rational to ignore something just because we do not understand it
- Moreover, we need not necessarily fully understand it in order to utilize the power that it suggests

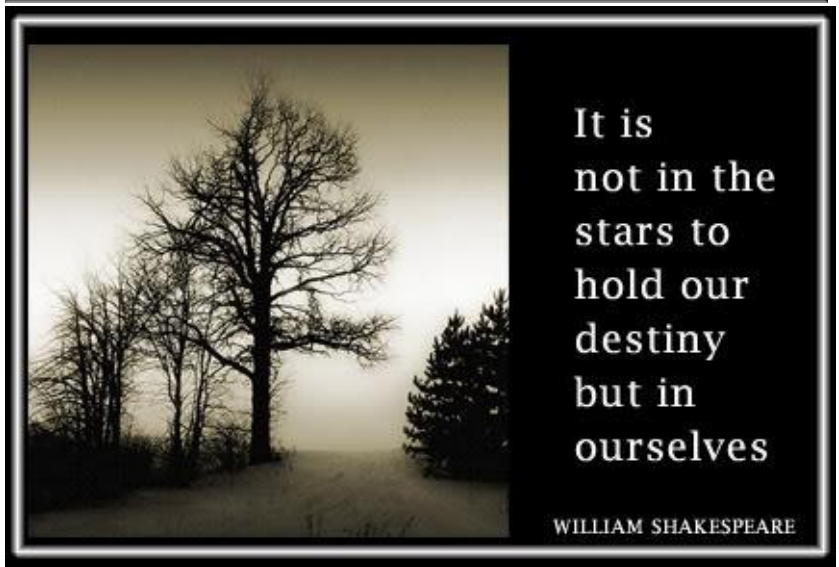


Hidden Connections between Objective & Subjective Reality

HAMLET



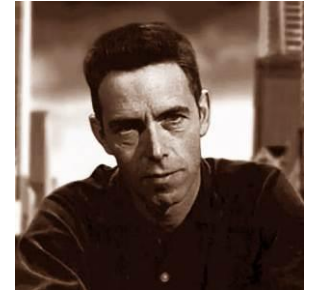
JULIUS CAESAR



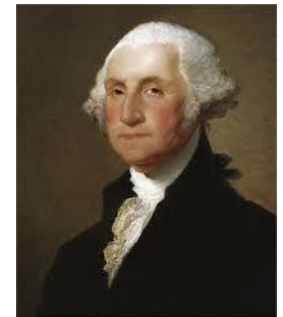
Principles of Accomplishment

Learn from self-experience

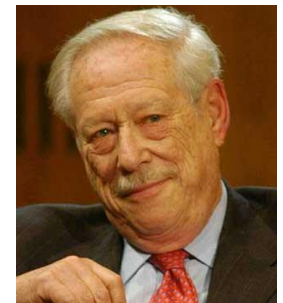
- Every experience at every moment offers us some knowledge for our growth
- This is especially true of experiences we regard as negative



“What is discord at one level of your being is harmony at another level.” – *Alan Watts*

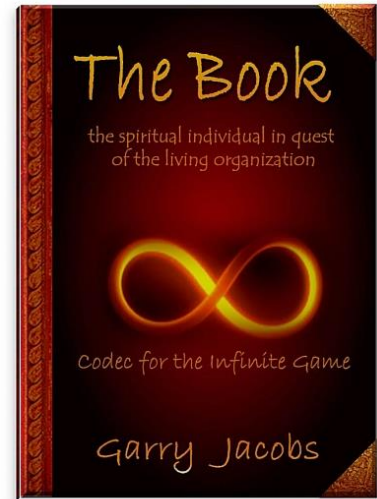


- ✓ Washington was rejected by the British army
- ✓ Michael Blumenthal struggled for survival in Shanghai
- ✓ Steve Jobs was devastated by his ejection from Apple



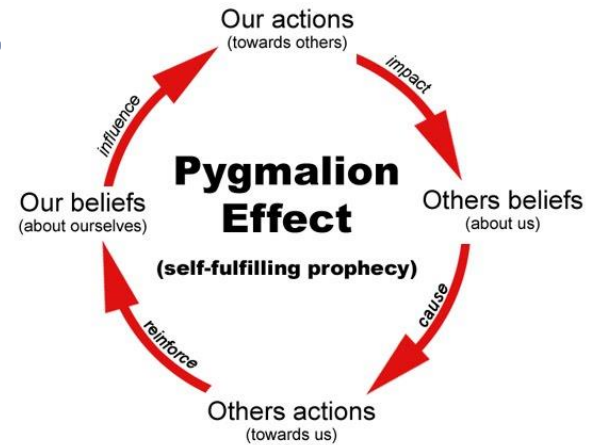
Aspiration

- **Aspiration releases energy and powerfully attracts what we seek**
- **Every sincere aspiration evokes a response from life**



Pygmalion Effect

- Attention is a primary power of human consciousness
- Attention energizes the object that receives it
- Positive attention brings out the best in people, objects and situations
- Attention to problems energizes and aggravates them



Study on Pygmalion effect: A research study conducted amongst School children confirms that poor performers can indeed become good performers and good performers can also perform badly and it's directly related to the perception of their Teachers.

Power of Attitude

"Our doubts are traitors, and make us lose the good we oft might win, by fearing to attempt." – Shakespeare, Measure for Measure

"The greatest discovery of my generation is that a human being can alter his life by altering his attitudes." – William James

"Attitude is a little thing that makes a big difference." – Churchill

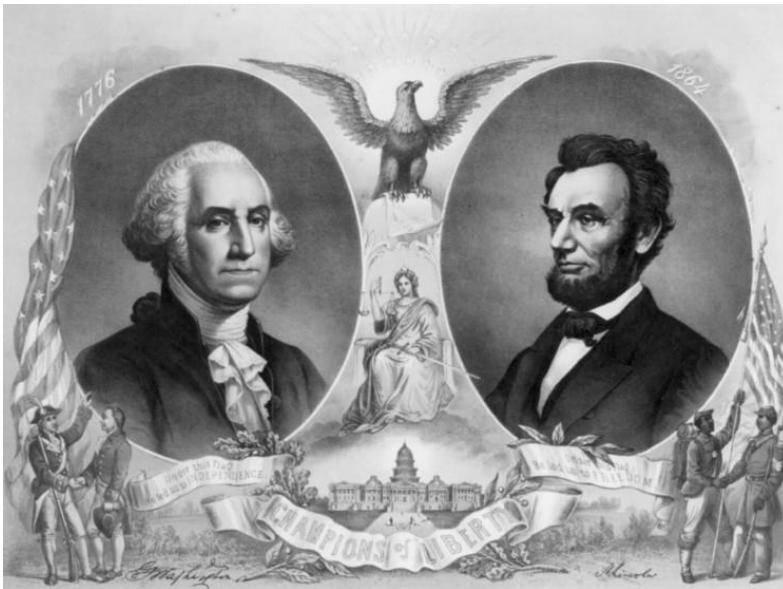
"Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude." – Thomas Jefferson

"A positive attitude causes a chain reaction of positive thoughts, events and outcomes. It is a catalyst and it sparks extraordinary results." – Wade Boggs, American professional baseball player

Give and Receive



- Our capacity to receive is directly proportionate to our capacity to give to others
- Giving expands our being, opens us to life and attracts opportunity



- Washington's selfless dedication led to his elevation
- Lincoln's denial of ambition raised him to highest office

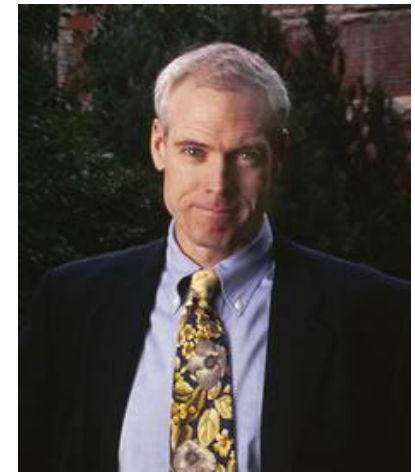
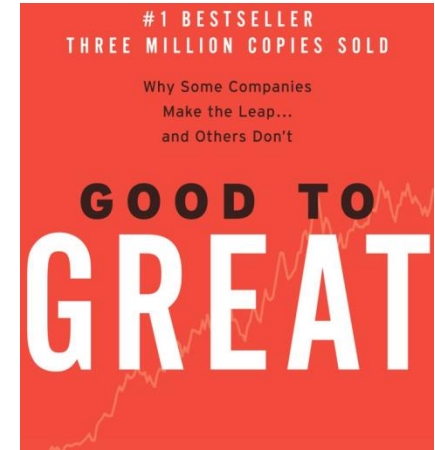
Goodwill

- One of the most difficult things for most people is to feel genuinely happy when something good happens to another person
- Yet there is no more powerful way to attract good to oneself than to feel goodwill for others




Humility

- Great companies are headed by *“Leaders who are humble, but driven to do what's best for the company... a paradoxical mix of personal humility and professional will.”* – Jim Collins, Good to Great
- Arrogance and egotism come from ignorance - knowing a little bit and assuming you know a lot.
- Self-importance activates ego in others
- Self-assertion makes others assertive



Truth is a reflection in the mirror

Truth is a reflection in the mirror



**There is
always truth
in the other
person's
point of
view**

Silence



"Nothing more enhances authority than silence."

– Charles de Gaulle



"Silence is the element in which great things fashion themselves together; that at length they may emerge, full formed and majestic, into the daylight of Life, which they are thenceforth to rule."

– Thomas Carlyle

Silent Will



Asking for what we want
often **evokes** resistance
and opposition.



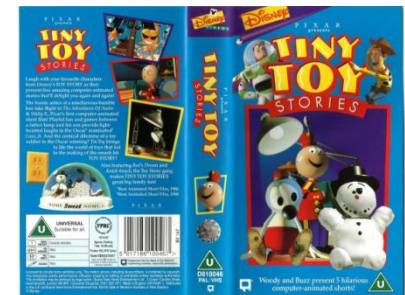
Silently aspiring for what
we want **prompts** life to
offer it.

Token Initiative

- There is great power in small significant acts
- When you are pressed to the wall and your options appear severely limited, exhaust your present possibilities to the last drop, even if in doing so you are sure that it will fall far short of the requirement
- Steve Jobs' investment of \$250,000 in Tiny Toy at a time when Pixar was bleeding cash

Small Act
BIG
IMPACT

P X A R



Non-reaction – Equality

“Reaction - a boat which is going against the current but which does not prevent the river from flowing on.”

– Victor Hugo

Men are disturbed not by events, but by their opinions about events.”

– Epictetus

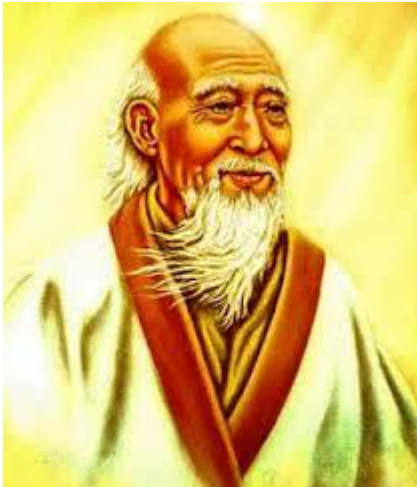
“What you react to in others, you strengthen in yourself . Non-reaction to the ego in others is one of the most effective ways not only of going beyond ego in yourself but also of dissolving the collective human ego.

– Eckhart Tolle

Non-initiative -- Patience



Our nature urges us to action. Our ego demands it. The capacity not to act has tremendous power to evoke action from life.

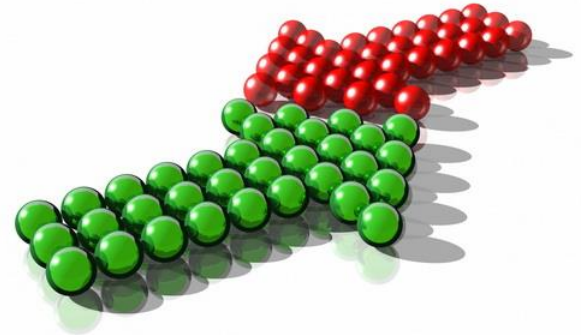


“The foolish expend a great deal of energy and time trying to do everything and end up achieving nothing. On the other end of the spectrum, the truly wise don't seem to do much at all and yet achieve whatever they want. This magic is possible, indeed unavoidable, when one is in tune with the Tao and acts without attachments.”

– Lao Tzu

Reconcile Contradictions

Compromise is a half way meeting between two opposing alternatives.



When confronted with apparent contradictions that compel you to choose between opposite paths of action, step back and look for a third alternative which instead of compromising the interests of both sides leads to a better outcome for all sides.



Power of Decisions

Decisions are our most important acts we perform

What compelled these people to decide as they did?

- **Washington attacked Trenton against advice of his staff**
- **Lincoln issued the Emancipation Proclamation against strong opposition**
- **Bata cut prices 50%**
- **Marriott expanded beyond six restaurants**
- **Jobs decided to fund Tiny Toy at a time Pixar was failing**



Successful Decision-making

Success is not simply a matter of just doing the right thing. It is even more a matter of doing what you do with total conviction, faith, commitment and determination

Decision-making Matrix

Q-II
+ inside
- outside

Q-I
+ inside
+ outside

Q-III
- inside
+ outside

Q-IV
- inside
- outside

The Complete Act

Three psychological conditions need to be met for any act to fully accomplish its intended aims

- **Clarity of knowledge and full mental decision**
- **Enthusiastic emotional endorsement**
- **Skilled executive through positive attitudes**

Complete! **ACT**

The Pure and Virgin Moment



“This is the real secret of life — to be completely engaged with what you are doing in the here and now. And instead of calling it work, realize it is play.”

– Alan Watts

The present is the only place in which we can truly live, act, change ourselves and change the world

To be more and more conscious is both the path and the goal of all human accomplishment

Destiny of the Individual

- The incredible range, diversity and complexity of human personality defies comprehension
- Human society is so vast and diverse that it blinds us to a truth of even greater consequence
- One individual can change the world
- Every individual has the power to change the world they live in
- That power does not come from outside. It lies within us all

