

# POWER OF PERCEPTION™

C&S



Consequences  
& Sequels

Ninety percent of errors in thinking are errors of perception rather than of analysis. We are all victims of the classic mistake of having a good ladder leaning on the wrong wall.

APC



Alternatives,  
Possibilities,  
Choices

PMI



Plus, Minus,  
Interesting

Most of us have a narrow and fixed view of the world. We see things only from our own perspective. This tunnel vision results in judgments and decisions that may not be the best for ourselves or those around us.

OPV



Other People's  
Views

RAD



Recognise,  
Analyse, Divide



KVI



Key Values  
Involved

CAF



Consider All  
Factors

Are you guilty of short term thinking? Have you considered all factors? Do you know what others think? Did you include key values in your decision? Are you indecisive? Do you have difficulties prioritising?

FIP



First Important  
Priorities

AGO



Aims, Goals  
Objectives

Power of Perception™ provides you with ten tools to broaden your thinking. These tools provide insights to help you make better decisions.

DOCA



Decisions, Outcomes,  
Channels,  
Actions



The Power Of  
Perception



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## POWER OF PERCEPTION™ Course Outline

### Why you should attend

Many people make hasty or emotional decisions and then hope for the best. You can avoid this by taking a broader perspective and making sound decisions based on values and priorities.

- Perception is the first step in thinking
- Avoid the “garbage in, garbage out” trap
- Deliberately broaden your thinking
- Increase awareness of issues
- Make better decisions

### What you will learn

Ten different perception tools provide a solid foundation for improving your perception. Know which tool to use in any given situation. Learn to make quick and sound decisions.

- Evaluate with more depth
- Think for the longer term
- Increase awareness of others
- Involve values in decision making
- Learn to prioritise what's most important

### How you will learn

Thinking is a skill, just like tennis. You cannot learn a skill by merely reading about or watching it. You have to practise the skill yourself and get feedback from a trained professional.

- Presentation of perception tools
- Examples of how each tool is used
- Hands-on practice for each tool
- Group discussions to learn from others
- Feedback on how to improve your thinking

### Who should attend

Almost everyone can benefit from better perception. Most people focus on analysing issues but forget that perception determines what goes into the analysis in the first place.

- Leaders and team managers
- Decision makers in any field
- Colleagues who work in teams
- Individuals planning their future
- Anyone who wants to improve thinking