



# talking about...

October 2010

... *designing better relationships for better outcomes*

## What You Know

*"Well, my existence is a continuum, so I've been what I am at each point in the implied time period."*

... Jim Parsons as Sheldon Cooper in the "The Big Bang Theory"

Here is a question for you to consider, given unlimited time, would you be able to tell me everything that you know? If you think you could then it seems you may be a rarity. Everyone I have asked to this point has considered the question and then said they could not. Interestingly, the way in which many people responded indicated that this was a new thought for most of them. One that seemed to elicit some bemusement mixed with a sneaking recognition of something of importance, although they were not sure why.

Those responses indicate to me that this is not a trivial question if we are to understand how a human being engages in living life and how he or she can live a better life. You may recall from previous newsletters that we define the human condition as a continuous yet momentary experience of living. In that context and given that we all know a lot, why is it that one piece of knowledge shows up for us in any given moment rather than another piece of knowledge? One way of responding to this question is to think of one aspect of the human condition in terms of triggers and patterns.

Human beings go through life engaging with our immediate environment. As we do so, we interpret what is going on within and around us thereby allowing us to act in the context of our perceived situation. This is not something we do occasionally but constantly through physical, emotional and linguistic avenues. Those interpretations trigger certain responses and patterns of being within us. The more often the response or pattern is triggered, the more embodied it becomes. This goes some way to explaining why certain knowledge and actions, particularly that which is well used, shows up in a given situation.

It also explains why people may know something yet do not apply that knowledge in some situations where it would be applicable. This is what Jeffrey Pfeffer termed "the knowing doing gap". It is why I can ask someone about leadership and they will give me credible answers yet they may not apply that knowledge when needed. It is my question that triggers their knowledge and they do not have a trigger in other situations.

This is also a critical distinction in terms of learning. Most learning is aimed at expanding a person's knowledge, not at allowing someone to access their knowledge when it is required. For example, we do a lot of work using the Human Synergistics profiling suite. From these profiles, many people (and organisations) seek to become more "constructive" yet struggle to do so. I am often asked "how can I become more constructive?" and ultimately there is a simple answer. All you have to do is constantly ask yourself, "How would I do this constructively?". In other words, if you are

to make better use of your learning, you have to create your own trigger.

We invite you to think about your learning experiences and identify how you could better trigger what you already know. It may make those learning experiences far more worthwhile.

*"Consciousness is the field of all possibilities."*

... Maharishi Mahesh Yogi

## George Carlin's Views on Ageing

Do you realise that the only time in our lives when we like to get old is when we're kids? If you're less than 10 years old, you're so excited about ageing that you think in fractions. (The negative influences around you haven't registered yet!)

"How old are you?" "I'm four and a half!" You're never thirty-six and a half. You're four and a half, going on five! That's the key.

You get into your teens, now they can't hold you back. You jump to the next number, or even a few ahead.

"How old are you?" "I'm gonna be 16!" You could be 13, but hey, you're gonna be 16! And then the greatest day of your life... you become 21. Even the words sound like a cere-

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mony... YOU BECOME 21. YESSSS!!!

But then you turn 30. Oooohh, what happened there? Makes you sound like bad milk! He TURNED; we had to throw him out. There's no fun now, you're just a sour-dumpling. What's wrong? What's changed?

You BECOME 21, you TURN 30, then you're PUSHING 40. Whoa! Put on the brakes, it's all slipping away. Before you know it, you REACH 50 and your dreams are gone.

But wait!!! You MAKE it to 60. You didn't think you would!

So you BECOME 21, TURN 30, PUSH 40, REACH 50 and MAKE it to 60.

You've built up so much speed that you HIT 70! After that it's a day-by-day thing; you HIT Wednesday!

You get into your 80's and every day is a complete cycle; you HIT lunch; you TURN 4:30 ; you REACH bedtime. And it doesn't end there. Into the 90s, you start going backwards; 'I was JUST 92.'

Then a strange thing happens. If you make it over 100, you become a little kid again. 'I'm 100 and a half!'

May you all make it to a healthy 100 and a half!!

#### HOW TO STAY YOUNG

1. Throw out non-essential numbers. This includes age, weight and height. Let the doctors worry about them. That is why you pay 'them'
2. Keep only cheerful friends. The grouches pull you down.
3. Keep learning. Learn more about the computer, crafts, gardening, whatever. Never let the brain idle. An idle mind is the devil's workshop. And the devil's name is Alzheimer's.
4. Enjoy the simple things.
5. Laugh often, long and loud. Laugh until you gasp for breath.
6. The tears happen. Endure, grieve, and move on. The only person, who is with us our entire life, is ourselves. Be ALIVE while you are alive.
7. Surround yourself with what you love, whether it's family, pets, keepsakes, music, plants, hobbies, whatever. Your home is your refuge.
8. Cherish your health: If it is good, preserve it. If it is unstable, improve it. If it is beyond what you can improve, get help.
9. Don't take guilt trips. Take a trip to the mall, even to the next county; to a foreign country but NOT to where the guilt is.
10. Tell the people you love that you love them, at every opportunity.

***"There is nothing like returning to a place that remains unchanged to find the ways in which you yourself have altered."***

... Nelson Mandela

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