

# Collaboration In New Economy

“Investment In Excellence  
Leadership”

Creating Catalysts For Positive  
Growth and Change

***If it is to be  
it is up to me!***



# Who is The Pacific Institute?

*The Pacific Institute is dedicated to helping people and organizations achieve their visions and translate these visions into action*

The Pacific Institute's methods and processes are based on Scientific Research from Stanford, Harvard Medical School, Universities of Toronto, Pennsylvania, Southern California, Washington, and Seattle University, etc.

***Successes Include:***

10 Million People in 50 Countries

Government Agencies on 6 Continents

Universities, Schools and Educational Institutions

Hundreds of Small and Middle Sized Businesses and

Sales Organizations

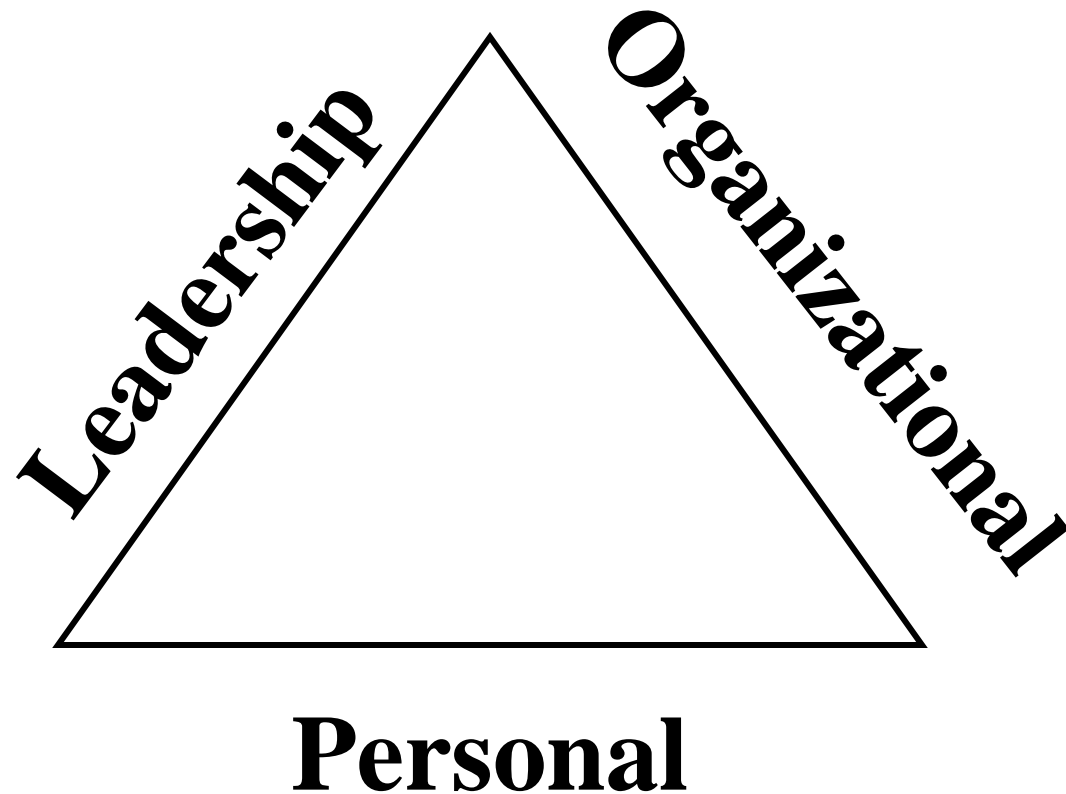
Over 60% of U.S. Fortune 500 Companies

Behavior = Heredity +  
Environment

+ Human Agency

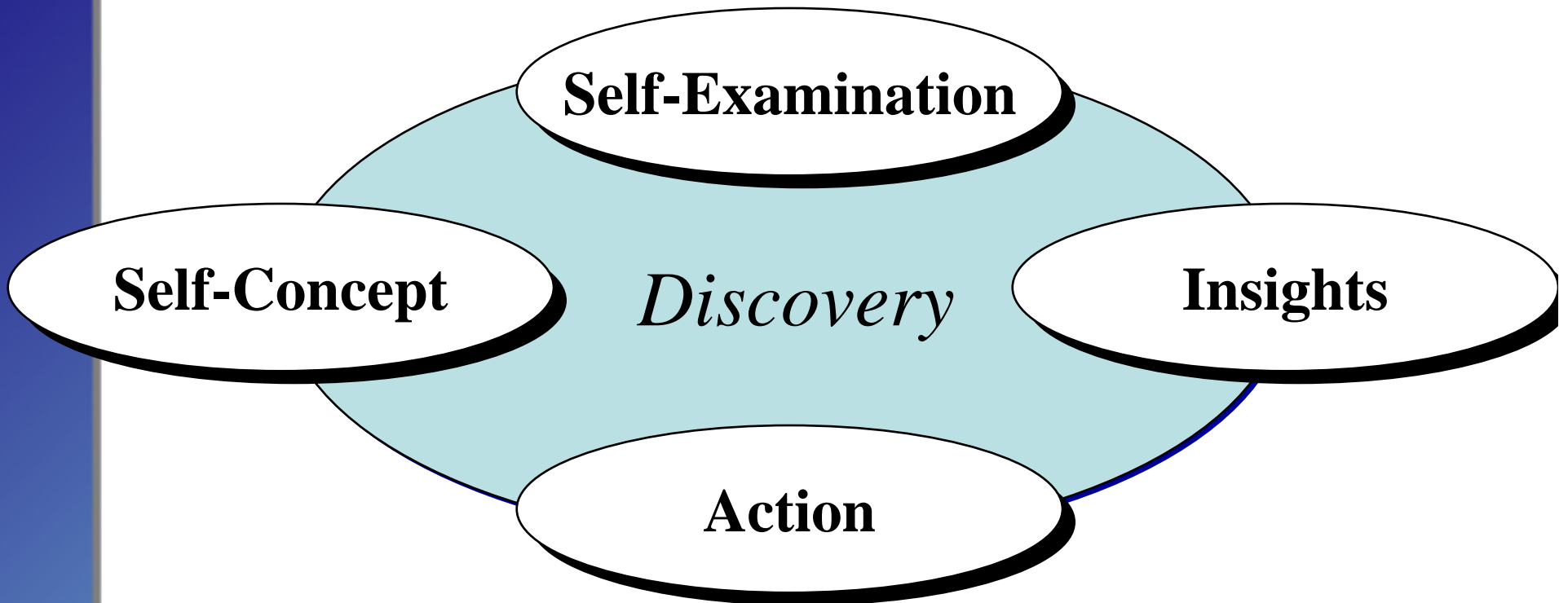
THINKING

# Holistic Approach



What we do.

# Four Steps



## **in•sight** \ˈin-ˈst\ noun

1. the ability to see and understand clearly the inner nature of things.
2. a clear understanding of the inner nature of some specific thing.
3. awareness of one's own mental attitudes and behavior.

## INSIGHTS

Keep track of your learning's  
, insights , Aha's

# Belief Is Key

*We act in accordance with the truth as we perceive and believe it to be.*

## *Belief is the Key*

### **Reflective QUESTIONS**

1. Where do I feel stuck?
2. Where is my community stuck?
3. What are some collective beliefs that my community hold that might holds us back?

## *Belief is the Key*

### **Group QUESTIONS**

1. What *scotomas* do you or your people or our community, that may be holding you or your people or community back?
2. How will knowing the concept of scotomas help in our goals or intents?
3. Where do we go so far, then turn around?
4. What might we be leaving out?

# How our Mind Works

*Change the way you think and  
you change the way you run  
your life.*

# Thought Process



CONSCIOUS

SUB-  
CONSCIOUS

CREATIVE  
SUB-  
CONSCIOUS

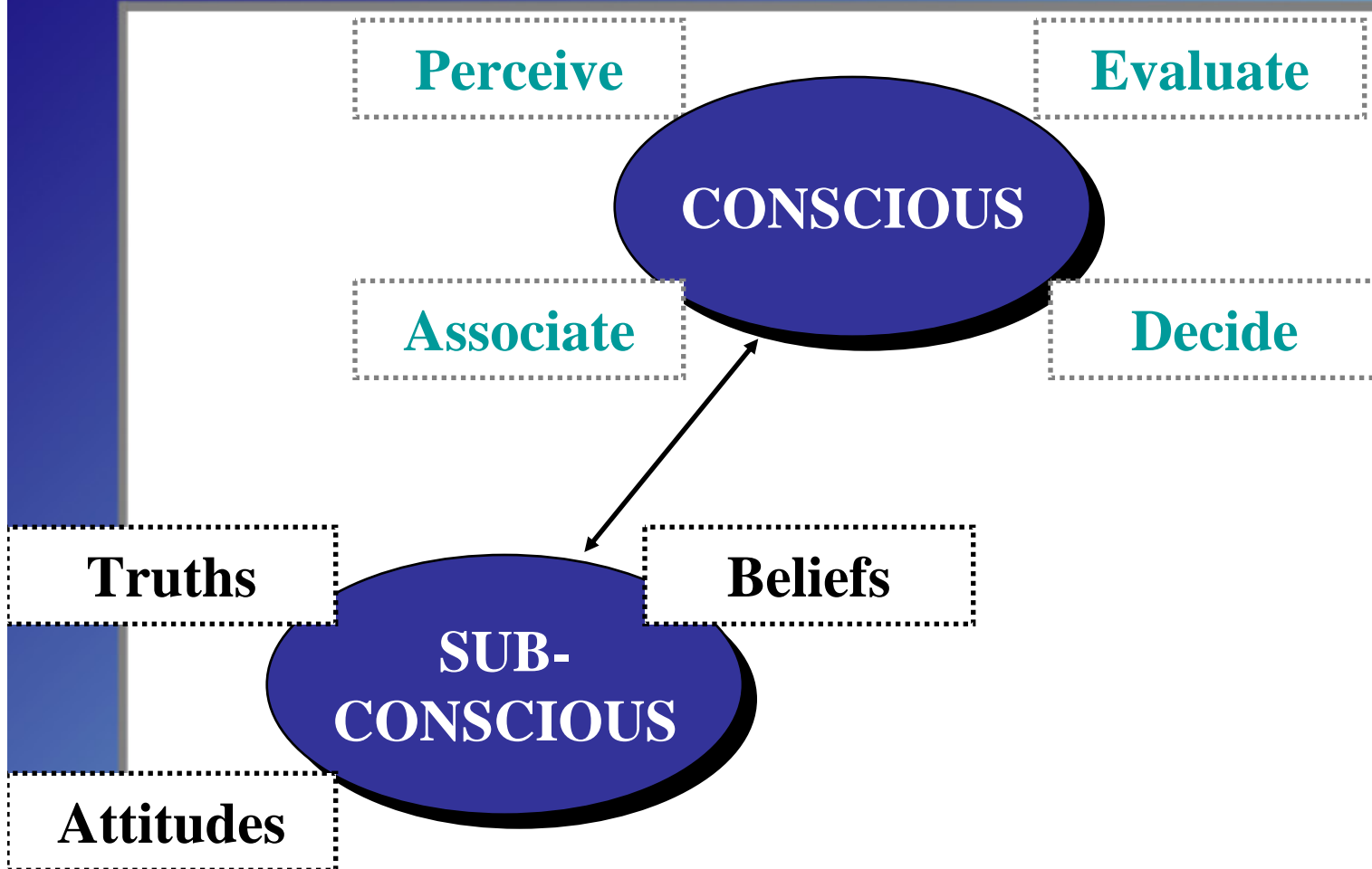
**Perceive**

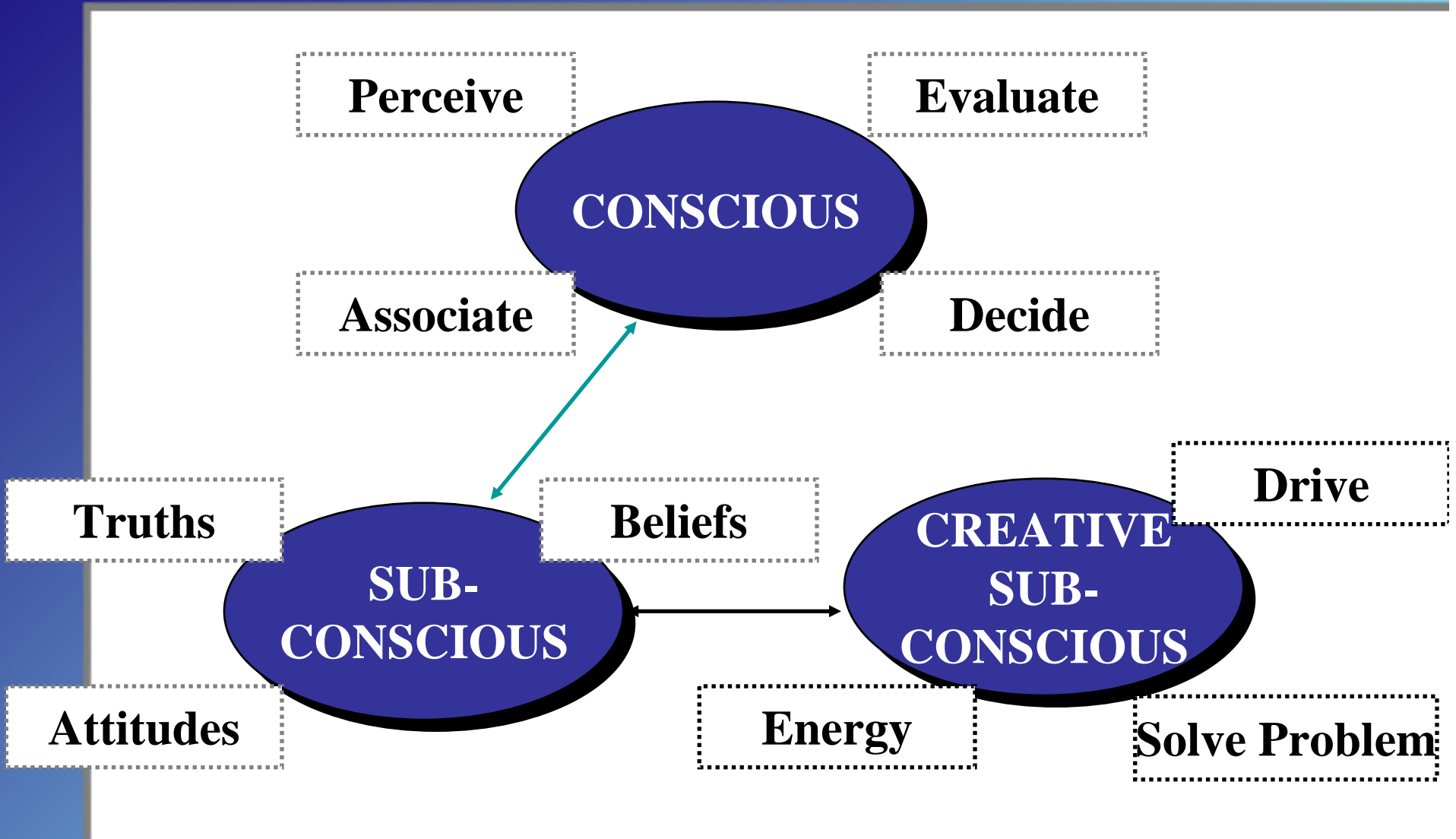
**Evaluate**

**CONSCIOUS**

**Associate**

**Decide**





## *How the Mind Works*

### **REFLECTIVE QUESTIONS:**

- Where I am making decision based on what has happened to in the past?
- In what areas in my life am I working to hard?

## *How the Mind Works*

### **GROUP DISCUSSION QUESTIONS:**

- Do we make decisions on what has happened to us?
- Are we forecasting based on what we did in the past, or what we want for the future?
- What have we stored in our Subconscious that may not be true?

# Habits and Attitudes

*Keep the goal change the habits  
and attitudes.*

# How Does It Work?

*...is how we achieve  
meaningful...*

**POTENTIAL**

**ACHIEVEMENT**

*...and long lasting change*

# 96% of our Daily Activities Are Said to be Habitualized

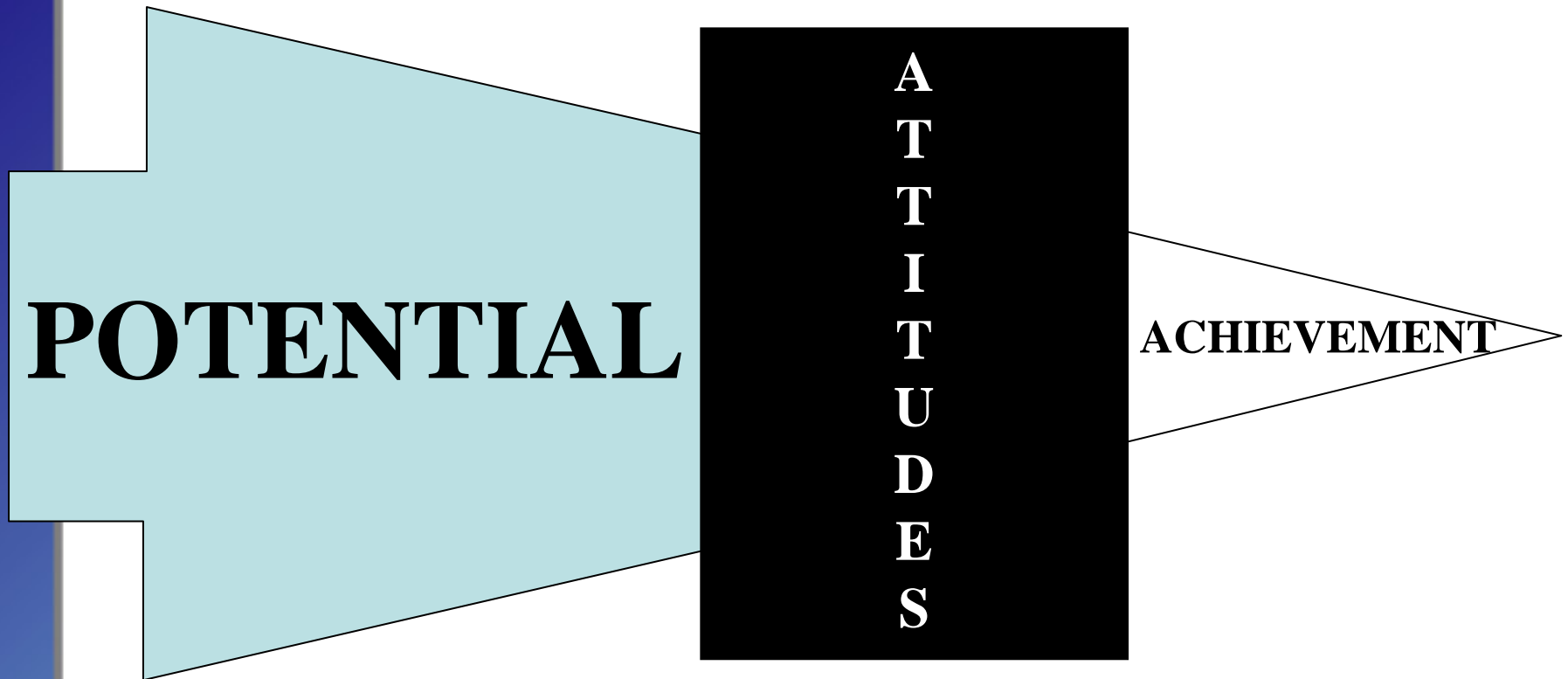
**POTENTIAL**

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**ACHIEVEMENT**

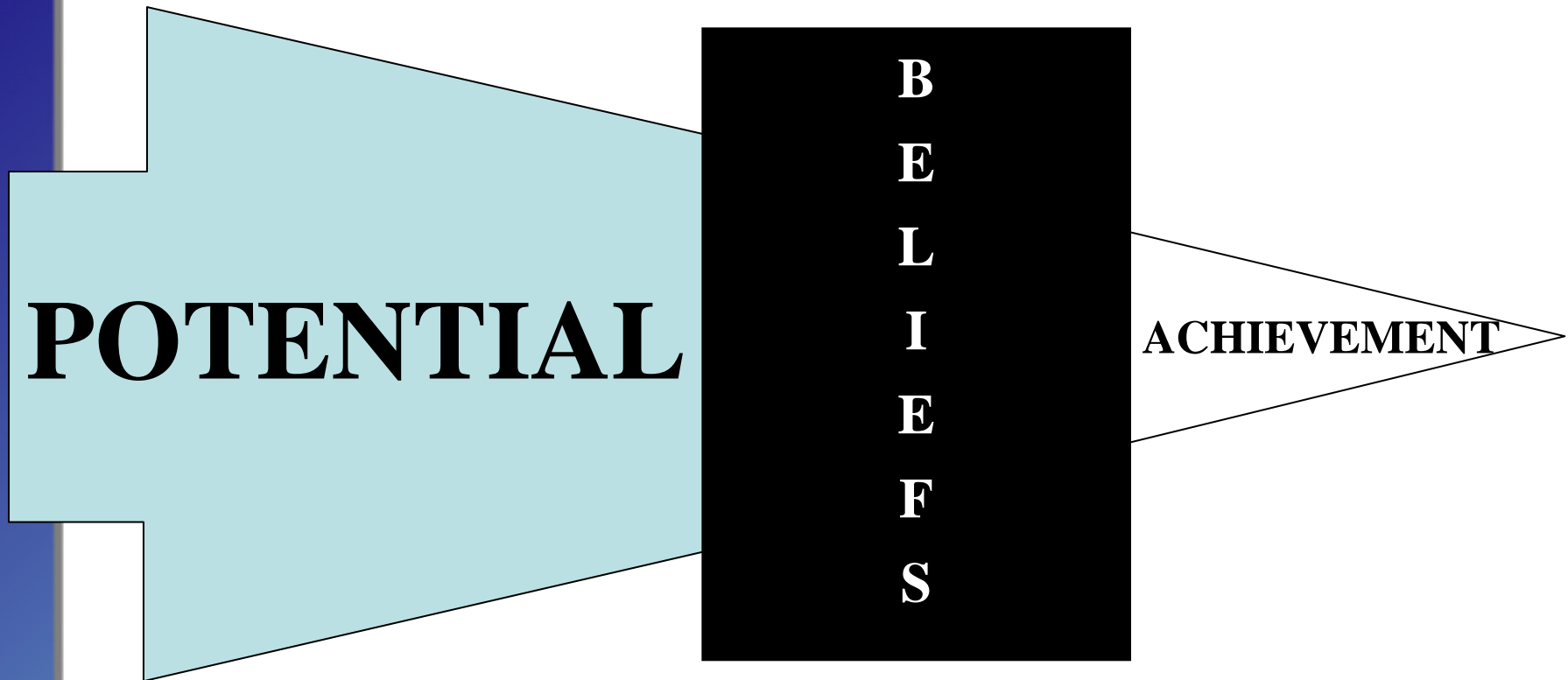
*We teach people to change the habits that currently are  
not serving them well.*

# Which of Our Attitudes Serve Us Well, Which Hold Us Back?



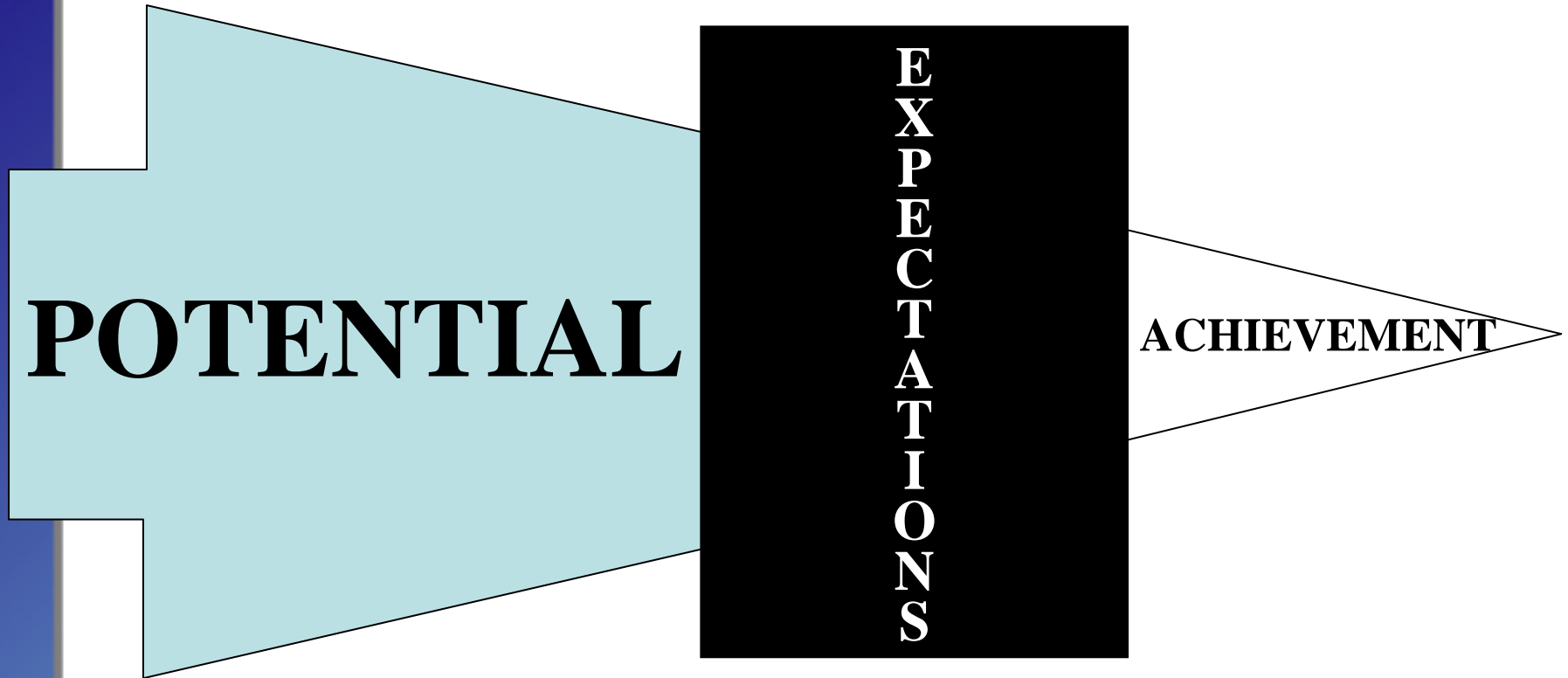
*We teach people that by changing their old attitudes, they change their environment.*

# What We Believe as the “Truth” May Not, in Fact, be True



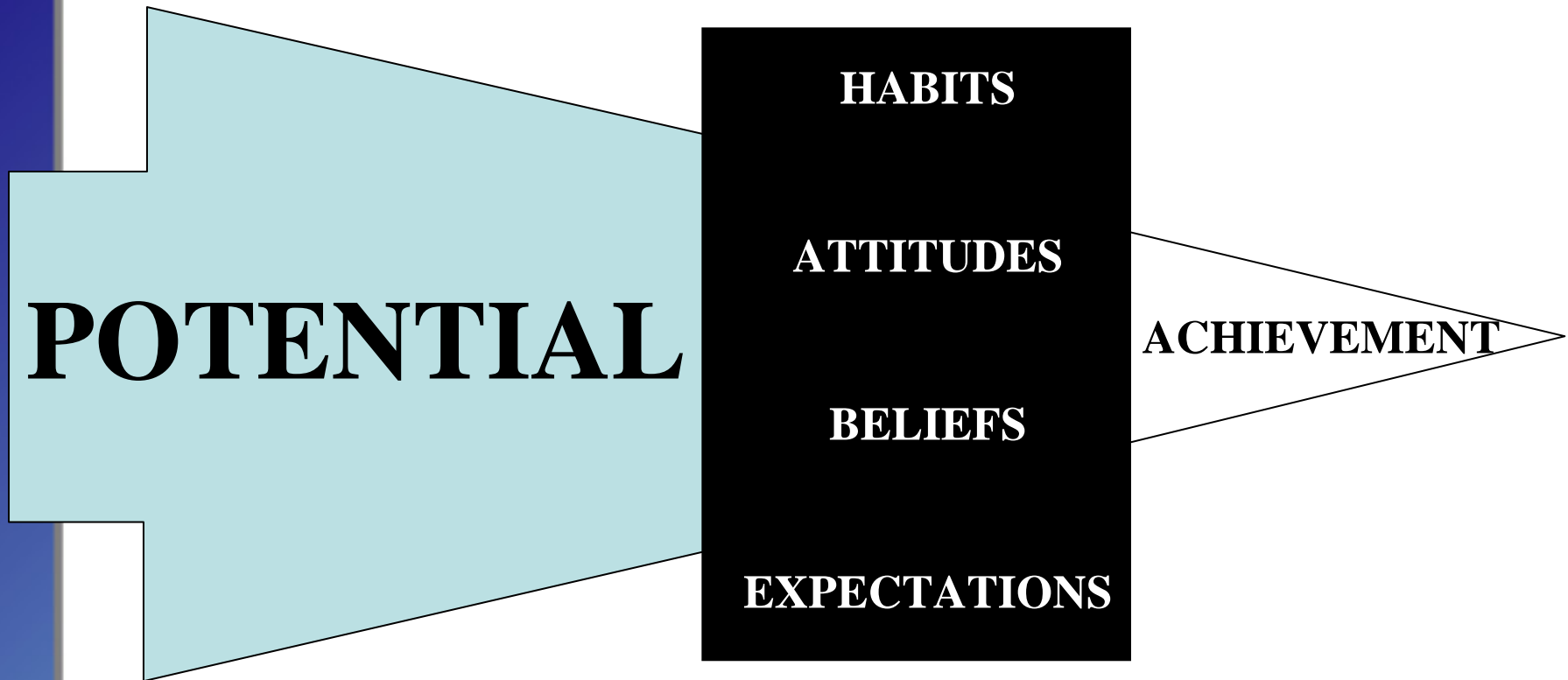
*We teach people to look for limiting beliefs that may be holding them back.*

# We Don't Often Get What We Want, We Get What We Expect



*We teach people to raise their expectations.*

# Our Natural “Filter”



*Do you see “filters” in your people / organization?*

# How Does It Work?

*Changing These...*

**POTENTIAL**

**HABITS**

**ATTITUDES**

**BELIEFS**

**EXPECTATIONS**

**ACHIEVEMENT**



# Habits & Attitudes

## **REFELCTIVE QUESTIONS:**

- What habits or attitudes do I have that are roadblocks to our success?
- Where have I given up on a goal because of an attitude?

# Habits & Attitudes

## **GROUP DISCUSSION QUESTIONS:**

- What habits or attitudes do we have as a community that are roadblocks to our success?
- Where do we have a (+) or (-) attitude?
- What lean does our community have toward our Change?

# How Beliefs are Formed.

*We act like the person we know  
ourselves to be.*

# How Beliefs are Formed

## REFLECTIVE QUESTIONS

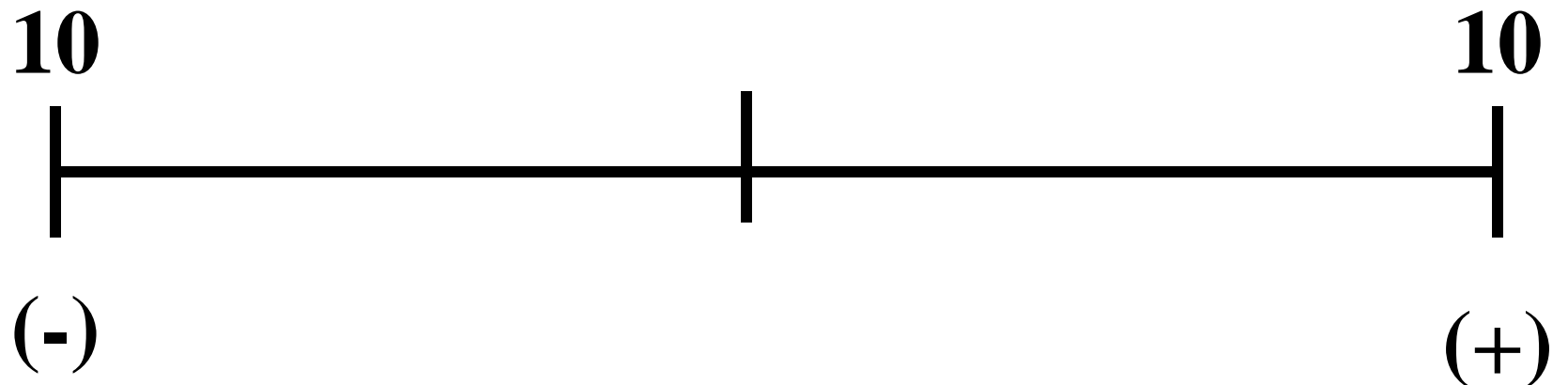
- When I describe my self, is it positive or negative? List some examples.
- What is my self talk like in my family, my community or our province? Has it changed?

# How Beliefs are Formed

## GROUP DISCUSSION QUESTIONS

- What are some self-talk statements we hear in our communities?
- How's our self-talk? Is self-talk more(+) or (-) at certain times? Is it better or worst than it was? Why
- As a Leader how can I positively effect self-talk of others in my community?
- $I \times V = R$  what do you think about that?

# How's Your Self-Talk?



1. Individually
2. Groups or Team
3. Community /Province

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HABITS

ATTITUDES

BELIEFS

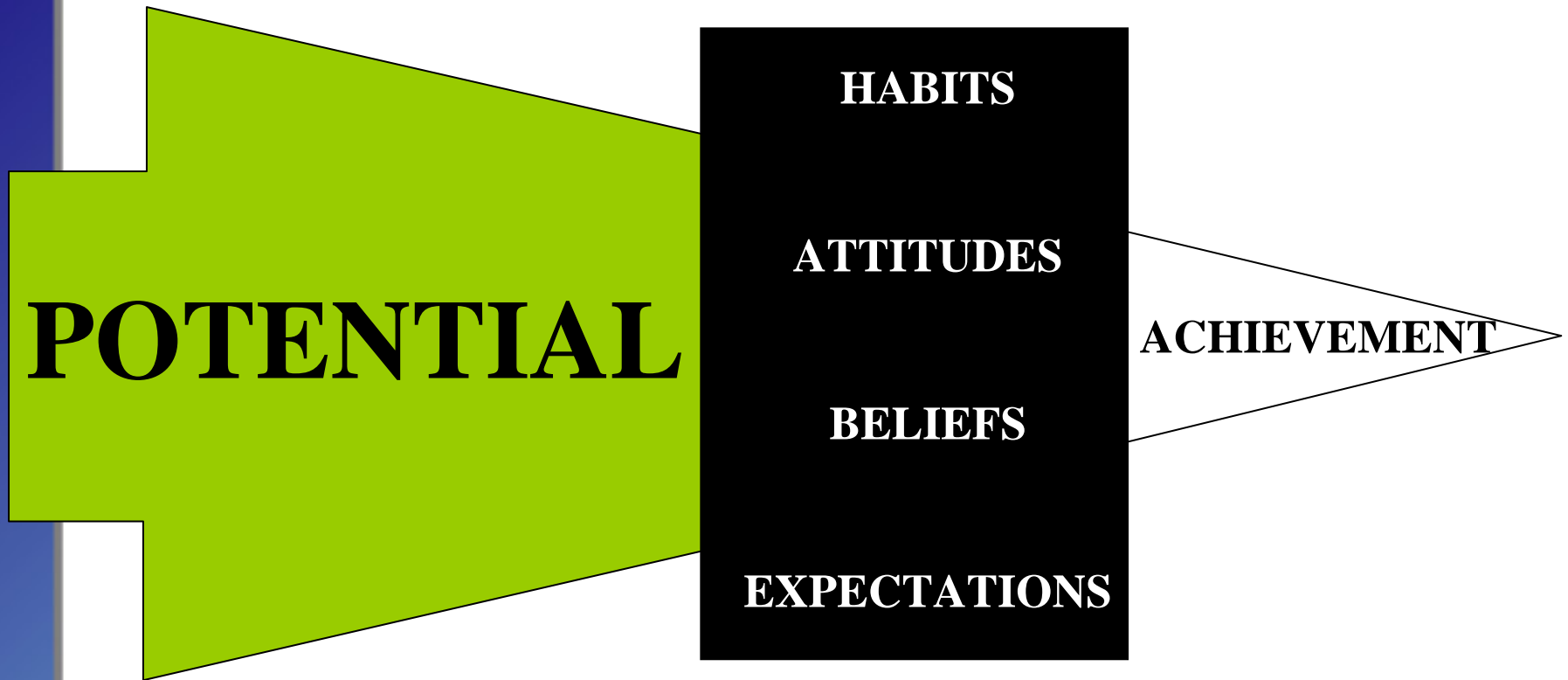
EXPECTATIONS

ACHIEVEMENT

Where are we stuck?

What's getting in our way?

# Our Natural “Filter”



*Do you see “filters” in your people / organization?*



# 96% of our Daily Activities Are Said to be Habitualized

**POTENTIAL**

**H  
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**ACHIEVEMENT**

*Are there habits that currently are not serving you well.*

# How Does It Work?

*...is how we achieve  
meaningful...*

**POTENTIAL**

**ACHIEVEMENT**

*...and long lasting change*



THE  
PACIFIC  
INSTITUTE<sup>®</sup>

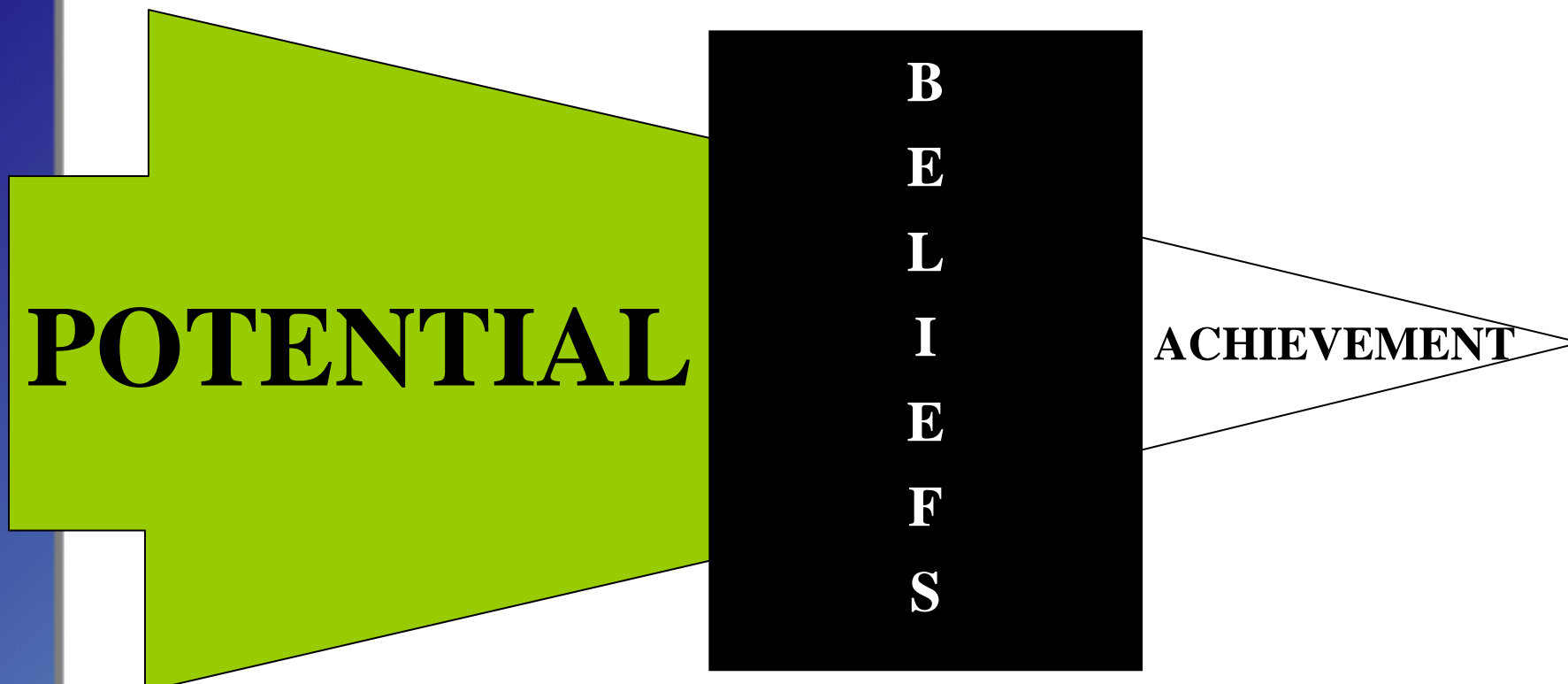
# Which of Our Attitudes Serve Us Well, Which Hold Us Back?

**POTENTIAL**

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**ACHIEVEMENT**

# What We Believe as the “Truth” May Not, in Fact, be True



*What limiting beliefs might you have that may be holding you back?*



THE  
PACIFIC  
INSTITUTE®

**We Don't Often Get What We Want,  
We Get What We Expect**

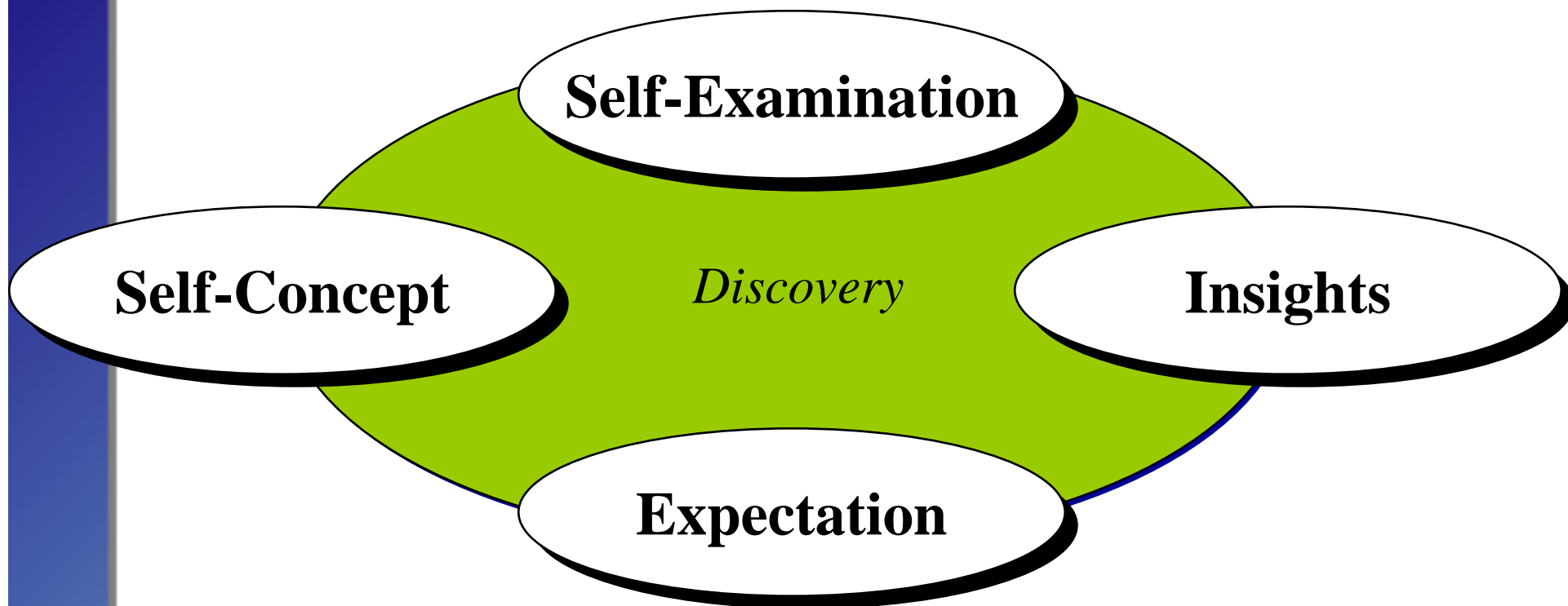
**POTENTIAL**

**EXPECTATIONS**

**ACHIEVEMENT**

*What do you want ? What do you expect?*

# Four Steps



- **The Way I See Myself**
- **The Way I “Think” You See Me**
- **The Way I See You.**

**If it is to be  
it's up to  
me!**

**If not now  
when?**

**It's Now**

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