

How are we spending our time together

- What is perception?
- How is it relevant to preserving, protecting and engaging with wealth?
- Thoughts and observations from practice
- What is outside in work and why inside out work is more powerful?
- What can we practically do to manage perceptions and achieve better outcomes?



+64 9 215 7553

info@workingminds.co.nz

workingminds.co.nz

© working minds ltd 2023

What do you see?



What is perception?

Understanding based on prior experience, interests and how we process information

Gestalt principles

- Based on the idea that the human brain will subconsciously attempt to simplify and organize complex information to make sense of the world.
- Principles:
 - Proximity
 - Uniform connectedness
 - Good continuity



+64 9 215 7553

info@workingminds.co.nz

workingminds.co.nz

© working minds ltd 2023

So, how is perception relevant to preserving, protecting and engaging with wealth?

- Perception \neq fact
- Perception is the way in which something is regarded, understood or interpreted by a person
- Perception is reality.



+64 9 215 7553

info@workingminds.co.nz

workingminds.co.nz

© working minds ltd 2023

Thoughts and observations from practice

Often at the core of positive or disastrous outcomes is perception and what I call
'outside in work.'



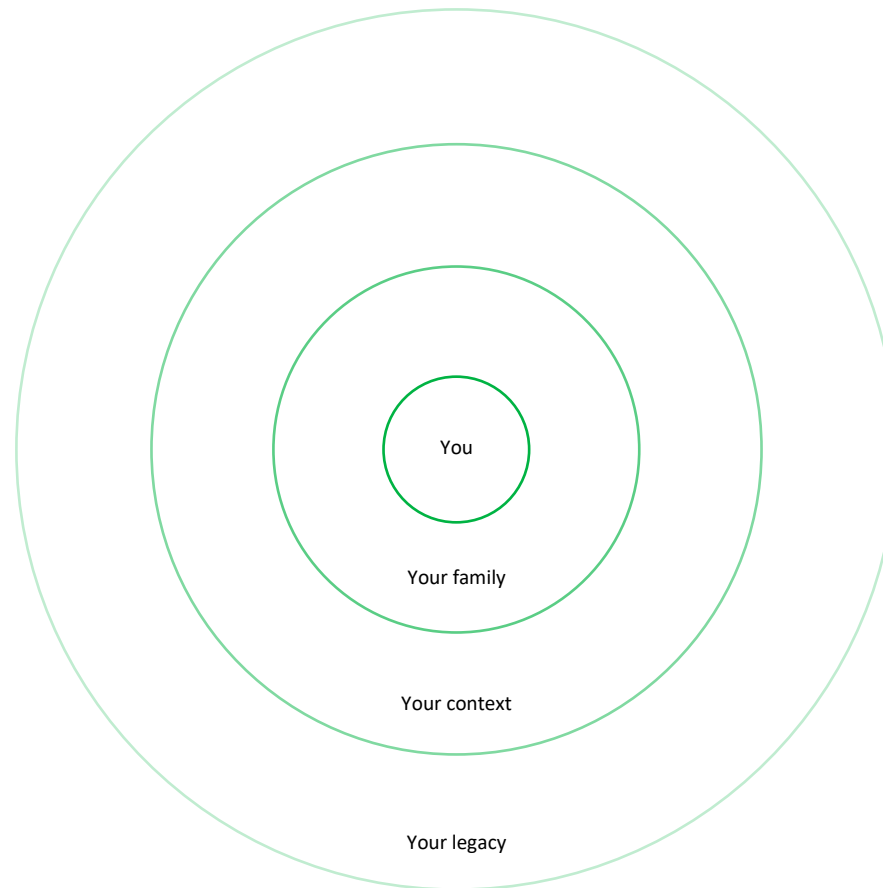
+64 9 215 7553

info@workingminds.co.nz

workingminds.co.nz

© working minds ltd 2023

What is outside in work and why is inside out work more powerful?



So what can we do?

We can manage perceptions by:

- Encouraging multi-mode communication
- Understanding time is a magic ingredient
- Check understanding
- Use different sources of information
- Seek to do inside-out work



+64 9 215 7553

info@workingminds.co.nz

workingminds.co.nz

© working minds ltd 2023