

## 2.2 Perception

### Communication



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#### What do you see?

Our brains are wired from birth by individual experiences, resulting in every person having their own unique perception of reality. It comes as no surprise then to understand that communication is greatly influenced by perception.

Since our natural tendency is to be emotionally linked to our own perspective (our cloud), we are often unable to consider things more broadly. Being conscious also to take other perspectives into account can help us dissociate emotionally and be more open. Learning to do this is useful when we want to communicate effectively, influence, negotiate, resolve conflict and make better decisions.

Please reflect on these questions and write your answers in a separate note.

- 1. How would you rate your current level of awareness and openness to potential differences in perception when you communicate with others?** (on a scale of 1 to 5 with 5 being the highest)

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- 2. Explain the reason behind the rating you have given yourself.**

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- 3. As you think about perception in the context of the professional interactions you have, what comes to your mind?**

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