

Ways of Thinking
Problem and Outcome
Big and Small Chunk

We use our senses to determine our reality. We are continuously processing huge amounts of information from all around us and within us, some research says up to 2.4 million pieces of information comes into our unconscious awareness every second. In order to make sense of the volume of information we make generalisations, distortions and deletions according to a wide variety of 'filters' in order to make sense of the volume of information coming in. Often this is done unconsciously, hence the expression 'unconscious bias'.

We have various ways of filtering our experience, such as our beliefs, values, previous experiences, preferences for how we like to take in and store information, the language we use and our self-talk, and many more.

As a result of this filtering process, we create our own personal internal representation of an experience (which is likely to be different from someone else's internal representation of the same experience!). This in turn affects our state (how we feel), which impacts our physiology as well as determining our behaviour. How we behave in any situation determines the results we get!

Gaining insight and understanding of our default preferences for how we translate our experience into our perception gives us the choice to change them or reframe them. If we change the way we are filtering our experience we can change the way we feel about it. For example, if someone says to me "*you look tired*" and I believe that they really care about me, I will feel very different than if I believe they are having a bit of a dig at me. The belief is a filter and I have a choice over what I choose to believe about a situation.

One of the ways we 'filter' our experience is our preference for how we like to take in and store information. NLP calls this our 'Meta Programmes'. There are over 200 of them! In bQUICK® Coaching, I mention a couple.

Away From/Towards Thinking

Your ability to think about what you really want is known as 'towards thinking' and your ability to think about what you don't want is known as 'away from thinking'. For example, if you are thinking of running a marathon, do you imagine yourself at the finish line or do you think about how painful and hard the training is going to be.

Big Chunk/Small Chunk Thinking

Big chunk thinking is around a preference for thinking more generally or 'big picture', whereas small chunk is about the details. For example, if you were to think of an orange and chunk up you would perhaps think fruit and then food! If you were to chunk down from thinking about an orange, you would perhaps think of segments and then pips!