Provoke ,
Evoke
or Go Home!
Presencing Change is not an option

Welcome

Welcome to Masterful Provocation

Session 6

What and How to poke:

Mental Models

Overview

Here's what we're up to for this session:

1. Review – How are you doing? What are you doing?
2. The Key Agilities – Revisiting;
3. What Are Mental Models?
4. Examples
5. The key challenge to shifting them
6. Build A new model
7. Use the tools

Session 2 Review

1. How are you doing with provoking so far?
2. What are you doing with provoking so far?
3. If you're not where you want to be in life, what are you not provoking?

There's NO guarantee you will be come Masterful at this. You are the guarantee, not me.

Agilities Revisited

Agility: the power of moving quickly and easily; nimbleness:

Presence

Sensing Acuity

Provocative Inquiry

Saying What Is

How are you practicing these?

What is a Mental Model?

From the guy who created the term…Kenneth Craik

"Mental models are representations in the mind of real or imaginary situations."

- *Conceptually, the mind constructs a small scale model of reality and uses it to reason, to underlie explanations and to anticipate events.*
- *These models can be constructed from perception, imagination, or interpretation of discourse. A mental model represents explicitly what is true, but not what is false.*

Mental Models aren't Truth

They are by nature:

- Incomplete
- What a person thinks is true, not necessarily what is actually true.
- Constantly evolving
- Not accurate representation (contain errors and uncertainty measures)
- Provide a simple representation of a complex phenomena

Basically, a built in blind spot in relating

Mental Models Are…

"The image of the world around us, which we carry in our head, is just a model. Nobody in his head imagines all the world, government or country.

He has only selected concepts, and relationships between them, and uses those to represent the real system."

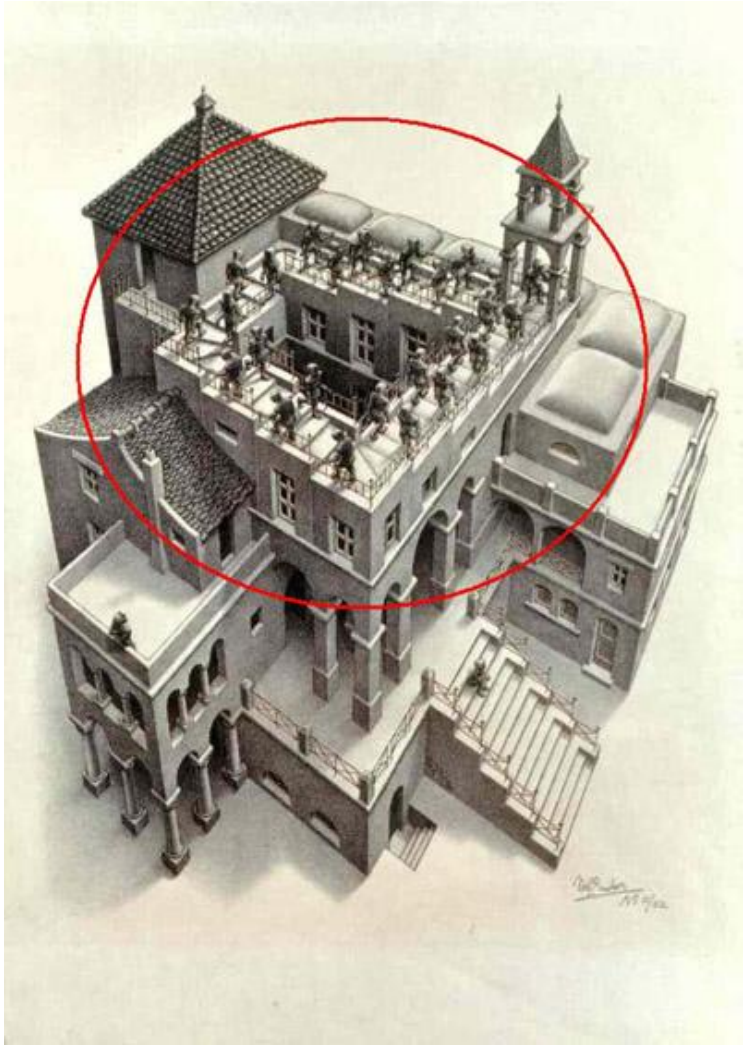
Mental Model examples

Sometimes they are
Hidden in language

"Ice"

Mental Model examples

Mental Models often clash with what we're seeing



Mental Model examples

Perception feeds the behavior in the model and informs choices…

Mental Model examples

...In many directions

Shifting Model examples

Mental Model challenges

Fear that this…

Mental Model challenges

Will become this…

Mental Model challenges

How to Poke Models

Start taking pieces away

Help Build New Ones

Frame New models

New Models

New Models

New Models

Subtracting the Fear

Baseline Experience = the GAP

GAP

SEE

CORE

WAIT

http://greatlifetechnologies.com/pureawarenesstechniques.shtml

When In Doubt

Rather than force the Provocation…

WAIT!