

# MENTAL MODEL – EASTERN PERSPECTIVE

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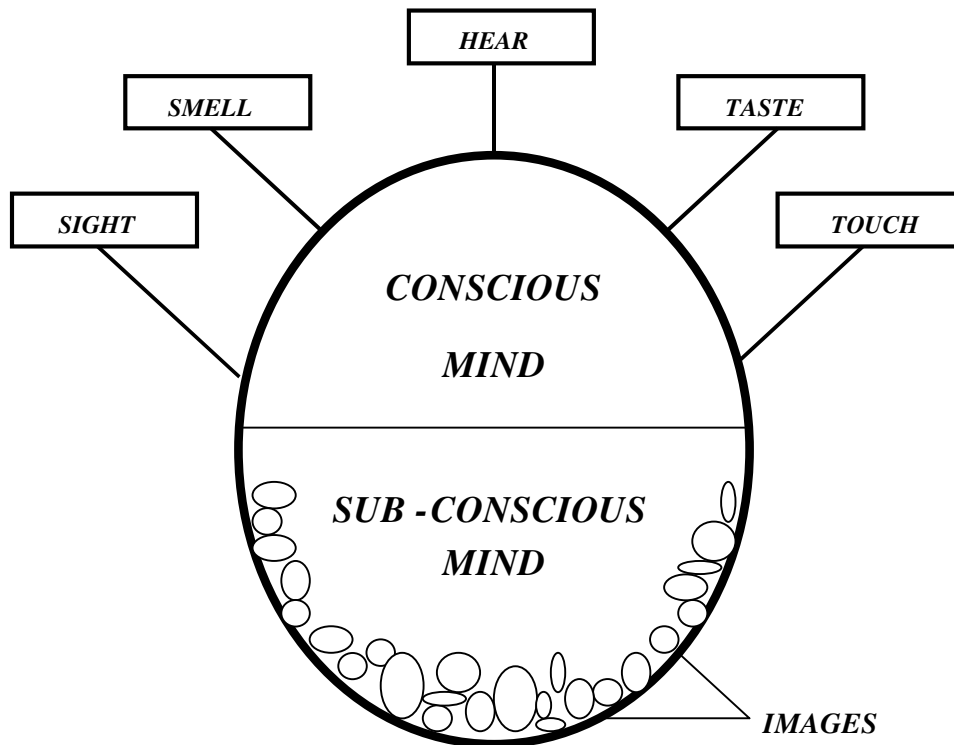
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## MENTAL MODEL – EASTERN PERSPECTIVE

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Why do we need a model to understand the mind?

Everyone of us think in terms of images. Therefore we need some kind of model to understand the concept of mind at a deeper level.



The mind basically operates at two levels.

- a) Conscious level – conscious mind
- b) Subconscious level – subconscious mind

### Conscious Mind

This is the part of the mind that thinks, reasons and which is where our "FREE WILL" lies. The conscious mind can accept or reject any idea. No person or circumstance can force us to think or do anything against our will. The kind of thoughts we choose eventually determines the kind of results we attain in life. As the saying goes "As you sow, so you reap."

In other words, the conscious mind has two main functions.

- a) Sensing and becoming aware through the 5 faculties: eyes, ears, nose, tongue and skin.
- b) Making decisions or choices.

### **Subconscious Mind**

Every thought the conscious mind chooses to accept, the subconscious mind will automatically accept. It has no ability to reject. It also expresses itself through feelings. Therefore the subconscious mind is also known as the feeling mind. Any thoughts that is impressed in the subconscious mind will eventually get expressed. The subconscious mind has two functions :-

- a) To store past experiences for reference.
- b) Automatic or impulsive action.

All information is stored in the subconscious mind in the form of images. Some of the images is about oneself, known as the self-image.

We act, behave and feel according to what we consider our self image and we do not deviate from this pattern.

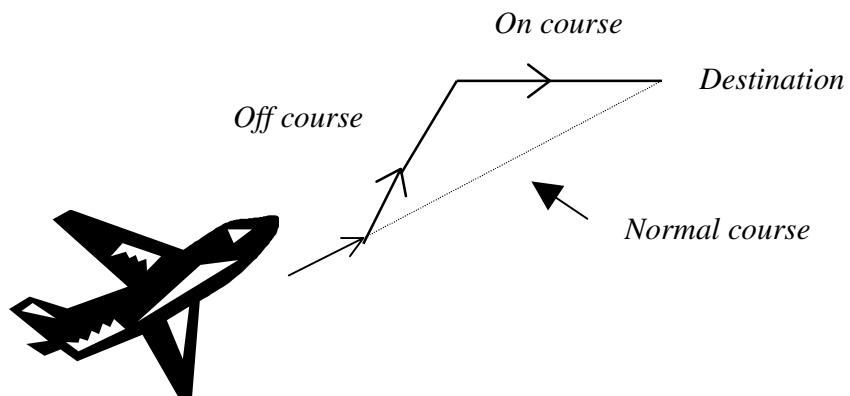
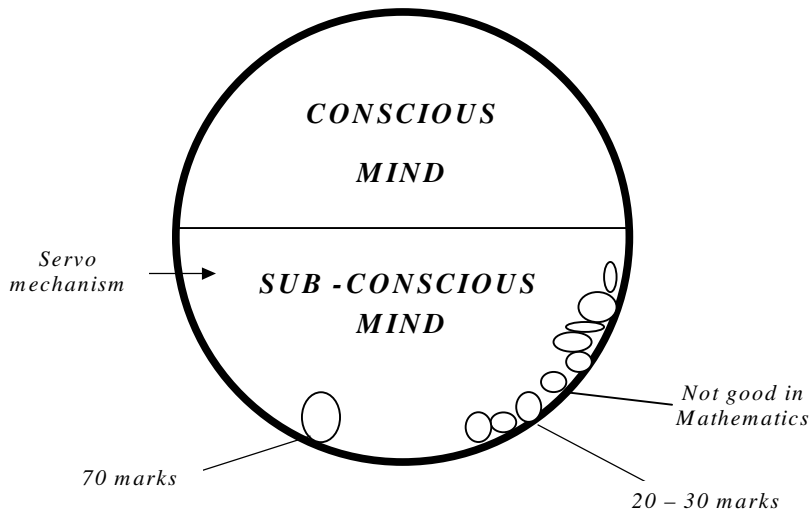
*- Dr. Maxwell Maltz*

Everyone of us carry with us a mental picture, model or blueprint of ourselves. This is the sum total of our positive and negative experiences.

# PRINCIPLES OF THE MIND

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## 1. Patterns / Habits



The common patterns are:-

- a) Late pattern
- b) Last minute pattern
- c) Sick pattern
- d) Broke pattern

### **Exercise**

1. Acknowledge and list down all your negative patterns.

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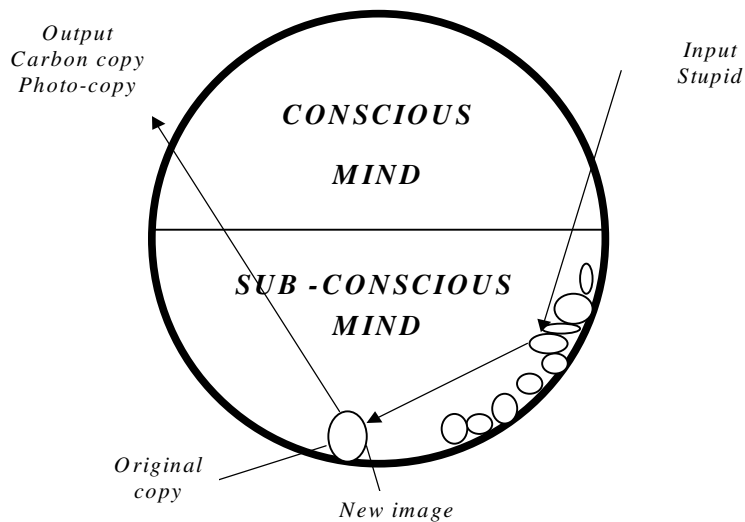
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### **2. Negative Instructions**

The subconscious mind cannot comprehend the word “DON’T” when it is used with a verb e.g. “Don’t drop it.” The image created in the mind is “Drop it.” The action follows the thought.

### **3. What You Focus Will Expand**

What happens when people focus on the weakness of others?



You become like the person you hate.

#### **4. Pygmalion Effect**

Research shows that a person performs better when others have high expectations of them and shows confidence in them by their words and action.

#### **HOW DO YOU CHANGE**

1. Continuous repetition
2. Being at Alpha level
3. Emotion is important
4. Imagination