

CHAPTER NO. 1: PDS-PERSONALITY-DEVELOPMENT-SYSTEM

SUMMARY

Introduction

In general when a person speaks to a person either known or unknown person first EYE CONTACT, BODY POSTURE, SOCIAL SMILE, SHAKE HAND and SPRINKLING OF POSITIVE ENERGY.

Perception defined

The things, events or words which are either real or we assume it as real which gives us positive energy which eventually boosts our confidence to do things which takes us towards our success. In other words it means that positive perception is highlighting our strength these are called as REAL Positive perception.

Influences of perception

That's why we say that in perception modification imposing person will just be doing things events such that the receiving person sees imposing person just playing with receiving person perception.

Bottom-up processing

Information processing in which individual components or bits of data are combined until a complete perception is formed.

Top-down processing

Application of previous experience and conceptual knowledge to recognize the whole of a perception and thus easily identify the simpler elements of that whole.

Four stages of perception

Selection, organization, interpretation/comprehension and retention and memory.

Pitfalls to accurate perception

As much as we wish our minds (*and the process of perception*) were perfect, they are not.

Ask the police at a crime scene or ex-lovers reflecting on "*what went wrong*".

Some of our mistakes, however, are due to our "biological brain" playing tricks on us (*below the level of consciousness*).

If we know what they are, we can prevent them!