

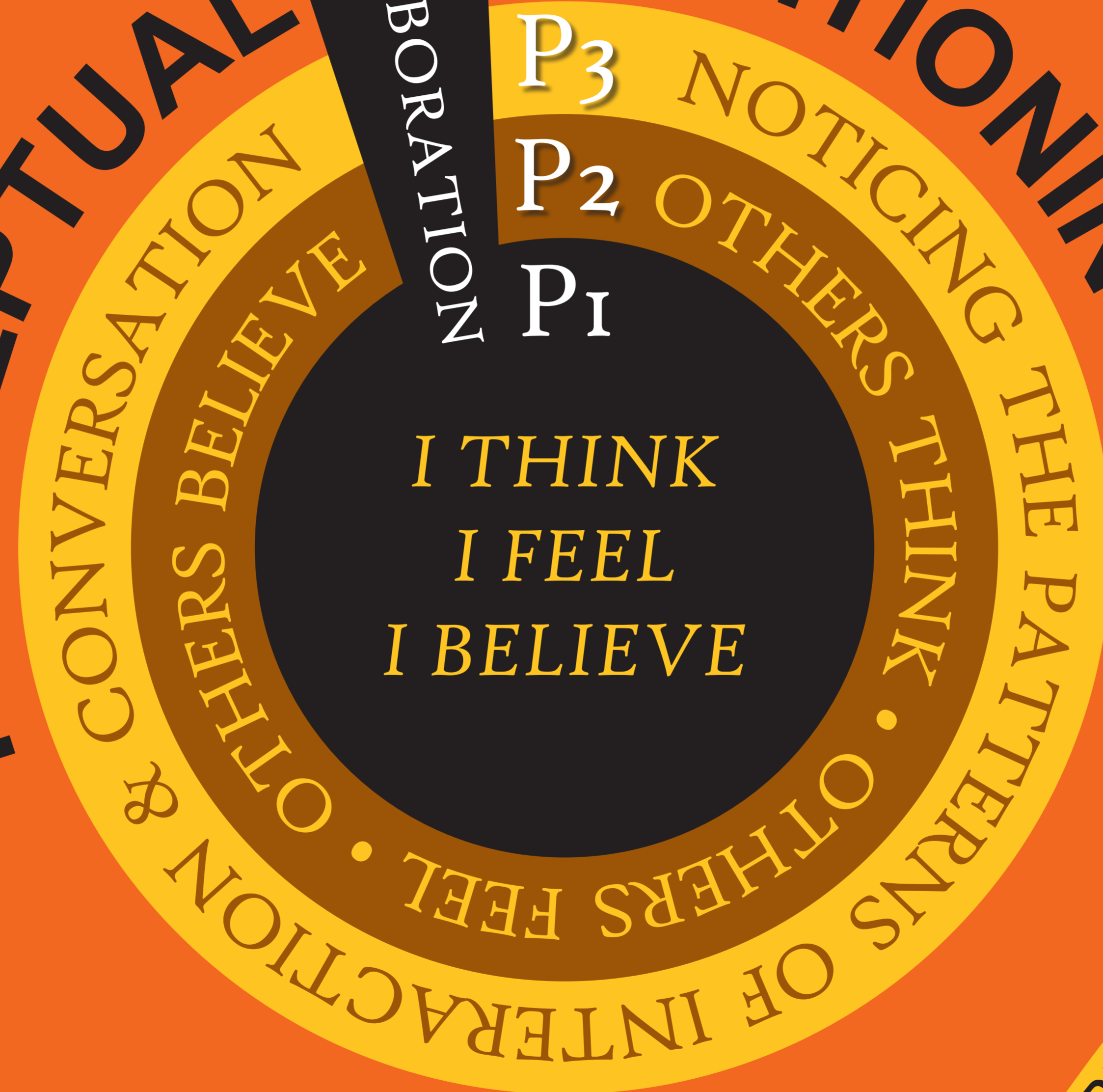


**PERCEPTUAL**

**POSITIONING**

“NLP”

COLLABORATION



I THINK  
I FEEL  
I BELIEVE

P<sub>3</sub> NOTICING THE PATTERNS  
P<sub>2</sub> OTHERS THINK  
P<sub>1</sub>

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*Courage*

*Patience*


*Challenge*

*Honour*

*Presence*

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*When challenged how do you  
respond, with defensiveness  
or with possibility?*

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*All the challenges we face  
now, have been faced and  
overcome in the past.*

*- Apryll Parata*

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*We can't live in the past,  
the past lives in us.*

*- Charles Perkins*

*Learn from the past,  
savour the present  
and anticipate  
the future.*

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*Emancipate yourselves  
from mental slavery, none but  
ourselves can free our minds.*

*- Bob Marley*

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*Its not trespassing to go beyond  
your own boundaries*

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*We don't see the world as it  
really is, we see it as we are.*

*- Gandhi*

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*When we think we have  
the truth we stop learning  
....and listening.*

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*No amount of excellent  
logic will make up for  
errors of perception.*

*- Edward DeBono*

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