



## Understanding Thought Processing for Effective Project Management

**Presented by:**

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## What You'll Learn Today...

- Basics of Thinking & Valuing Habits
- Science of Axiology
- Understanding thought processes through Neuro-Axiology
- Practical application of neuro-axiology to YOUR project management

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## Brain Works Basics



1. No 2 brains are alike
2. The brain is a connection machine.
3. The brain is always looking to conserve energy.
4. The brain recognizes repetitive thought patterns.
5. The brain hardwires and forms habits.

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## The Science of Axiology



Axiology is the science of how humans value and make value judgments.

- Dr. Robert S. Hartman discovered principles to quantifiably measure critical thought processes – making the intangible tangible.
- Galileo's application of mathematics to motion made motion tangible.
- Dr. Hartman discovered that people hold back a 40% latent reserve of cooperation and productivity until they have been valued as human beings.

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## Human Values & Value Judgments

(not moral values)



- 12,000 to 50,000 thoughts per day.
- Thinking and Valuing are at the root of all of your problems.
- The choices you make at any moment are based on what you value the **most AT THAT MOMENT**.
- When you understand **value judgments**, you understand HOW choices are made and thoughts are processed.
- The **Hartman Value Profile** allows us to measure these thought processes.

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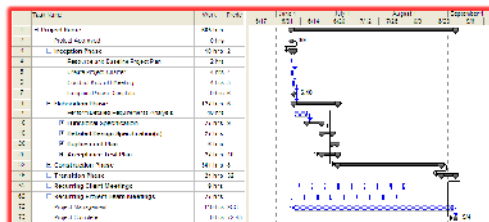
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## The Basics of Axiology



### 3 Classes of Value

- **Systemic:** plans, rules, best practices, procedures; ideas or expectations



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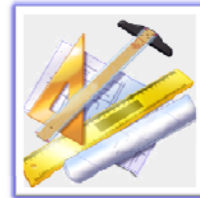
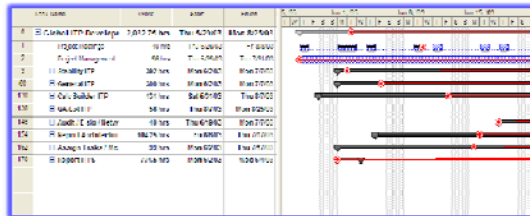
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# The Basics of Axiology



## 3 Classes of Value

- **Extrinsic:** practical or situational; measurable, tracked; **tasks** (tangible)



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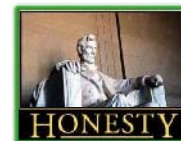
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# The Basics of Axiology



## 3 Classes of Value

- **Intrinsic:** personal or spiritual; infinitely valuable; irreplaceable; **human beings** (intangibles)



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## The Basics of Axiology



- 2 Worlds
  - **External:** from your skin out
  - **Internal:** from your skin in

Each is managed by a different “thought processor” or “advisor” in the brain.

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## Your 6 Advisors™



*External World View*

*Internal World View*



You are **not** your thoughts. You are **not** your advisors.

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External World View

## Empathy – Intuition

Capacity to put yourself in the shoes of another person and accurately assess the circumstances being experienced by that person.



When Out of Balance:

- **Puts up walls** of resistance
- Impressed by or **intimidated by appearance** and/or titles.
- Believes a **person's value** is dependent on their performance.
- **Questions the legitimacy** of team member's request.

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External World View

## Practical Judgment

Capacity to be fully present in the "Now" and engaged, to know what needs to be done, how best to do it and how to stay focused on the task.



When Out of Balance:

- **Procrastinate**, can't stay focused on tasks.
- Frustrated or **overwhelmed** by all the things you have to do.
- **Resistant to order**, structure, and attempts to control things.
- **Blow things out of proportion** or minimize challenges.

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External World View

## System Thinking

Capacity to think clearly, to plan, to solve problems, and to be open to new, or creative ideas.

When Out of Balance:

- **Rebels** and Resists rules or authority
- **Points out the flaws** in other people's ideas.
- **Loses focus** or allows interruptions to plans & schedules.
- Desperate **NEED to be right** and have expectations met



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Internal World View

## Self-Direction

Capacity to be motivated, guided, & directed by a sense of meaning & purpose in everything you do.

When Out of Balance:

- Thinks that you **"have to," "should,"** or **"must"** do things.
- Creates vivid **expectations** ... castles in the sky.
- **Discourages** you from trying new things.
- **No clear or strong sense of direction,** meaning, or purpose.



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Internal World View

## Role Awareness

Capacity to understand, fully appreciate, and find joy, fulfillment and value in the way you invest your life.



### When Out of Balance:

- You must do too many things and **do them all perfectly**.
- Validates your worth through **recognition or compensation**.
- Function poorly in stressful or chaotic situations.
- **Little personal value** in the way you are spending your time.

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Internal World View

## Self-Esteem

Capacity to accurately assess, unconditionally accept, and intrinsically value YOU.



### When Out of Balance:

- **Discourages YOU** from accepting yourself without condition.
- Thinks your self worth is tied to what you **do or own**.
- Difficulty separating your opinions from your self worth.
- Obligated to sacrifice your time & energy. **Can't say "No"**.

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## Measuring Your Valuing Habits



Hartman's Value Profile allows us to **quantifiably** measure our advisors.

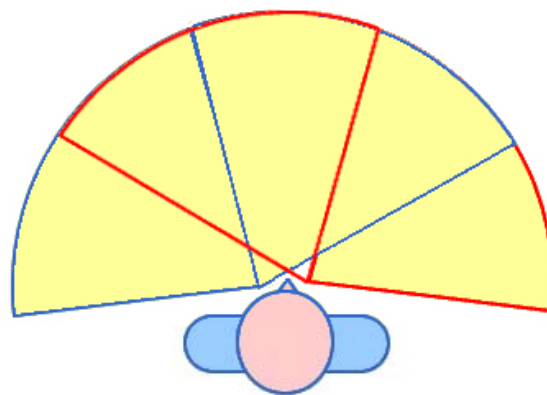
- **"Balanced"** advisors support you in achieving your goals and dreams.
- **"Unbalanced"** advisors sabotage your efforts to achieve your goals and objectives.

Let's look at a Field of Vision demonstration to better understand this...

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## Measuring Your Valuing Habits

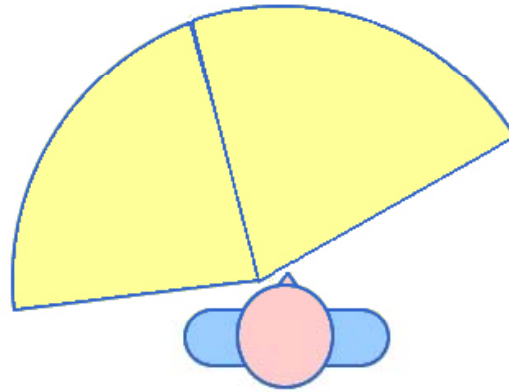


Balanced Thinking Habit  
"sees" the complete field of vision

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## Measuring Your Valuing Habits

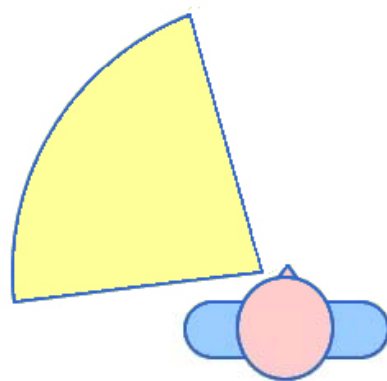


Slightly Unbalanced Thinking Habit  
"sees" most of the information within field of vision

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## Measuring Your Valuing Habits



Unbalanced Thinking Habit  
trained to "see" only part of the information available

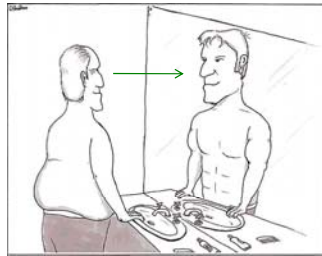
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# Hartman Value Profile



This is NOT about personality or behavior.



It is about understanding **how you think** in order to be more effective.

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# WORKSHEET 1

- 1 A good meal
- 2 A technical improvement
- 3 Nonsense
- 4 A fine
- 5 A rubbish heap
- 6 A devoted scientist
- 7 Blow up an airliner in flight
- 8 Burn a heretic at the stake
- 9 A short-circuit
- 10 "With this ring, I thee wed."
- 11 A baby
- 12 Torture a person in a concentration camp
- 13 Love of nature
- 14 A madman
- 15 An assembly line
- 16 Slavery
- 17 A mathematical genius
- 18 A uniform



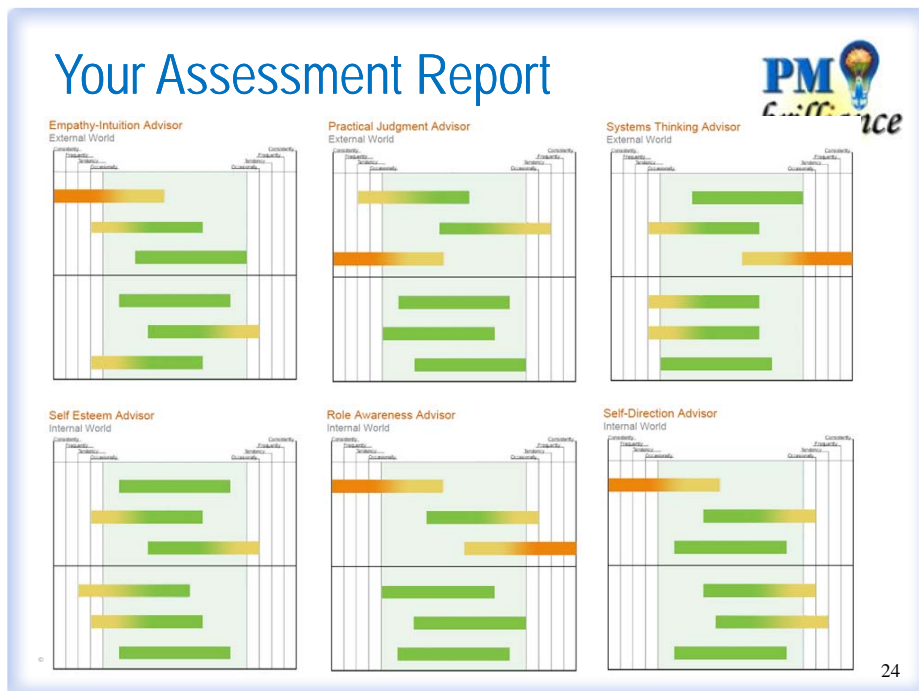
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WORKSHEET

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1	I like my work it does me good
2	The universe is a remarkably harmonious system
3	The world makes little sense to me
4	No matter how hard I work, I shall always be frustrated
5	My working conditions are poor and ruin my work
6	I feel at home in the world
7	I hate my work
8	My life is messing up the world
9	My work contributes nothing to the world
10	My work brings out the best in me
11	I enjoy being myself
12	I curse the day I was born
13	I love my work
14	The lack of meaning in the universe disturbs me
15	The more I understand my place in the world, the better I get at my work.
16	My work makes me unhappy
17	I love the beauty of the world
18	My work adds to the beauty and harmony of the world

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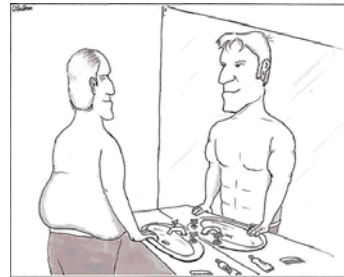
## Changing Your Valuing Habits

What **doesn't** work!



### The compensation approach

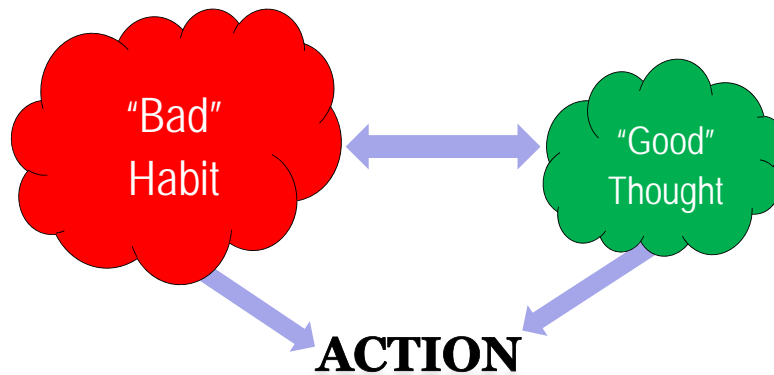
- Think the opposite
- Think positive
- Fake it till you make it



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## The Compensation Approach




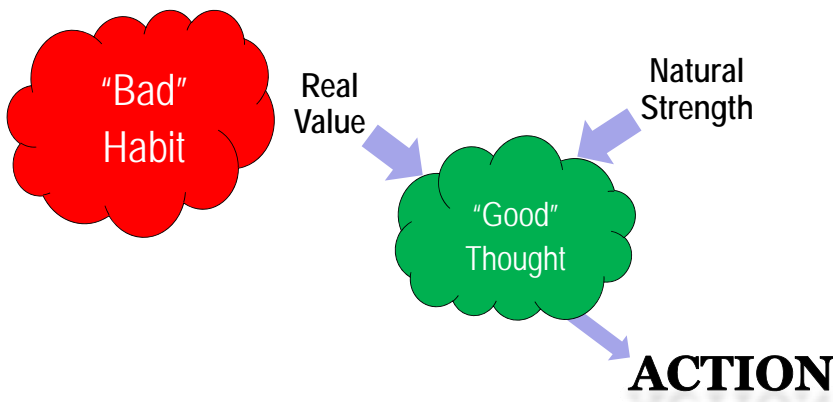
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## The Neuro-Axiological Approach


What DOES work!






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## What would be different with your career if you could...



- release the 40% latent reserve?
- have people line up to work with you?
- overcome procrastination?
- clearly communicate your vision and goals?
- control feelings & emotions?
- effectively discipline & motivate your team?
- comfortably interact with higher ups?
- consistently be recognized as the top performing project leader?



**“Learning to manage your thoughts”  
will improve all of these areas.**

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## Take Away Points



- Principle #1: You are not your thoughts.
- Principle #2: You have the power to choose.
- Principle #3: Success is a conscious choice!

Understanding your thought habits and choosing to be **real, genuine and authentic** releases your **Brilliance.**

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## Free Stuff



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Social Networking Sites

<http://www.Facebook.com/traciduez>

<http://www.Twitter.com/traciduez>

<http://www.Linkedin.com/in/traciduez>



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**Yes!** I would like to receive an email link to my COMPLETION & advisory assessment. I understand that my results will be completely confidential and that I will only see the results for 2 of my 6-Advisors (my most balanced and my most challenged).



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