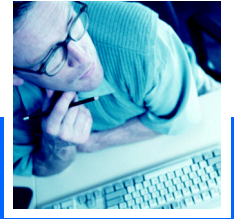


How to understand people – my two golden rules!

By Debbie Percy



Synopsis

Could life really be as simple as following two golden rules! Yes, by discovering the beliefs we hold and the patterns of thought and feelings that result, each of us can discover a life more purposefully focussed on creating fun and success.

How to ...

How to really understand people around you.

How to appreciate the power of having fun – even at work!

How to think and be a great success.

Debbie Percy

A specialist consultant in corporate human resources with over 17 years work experience in the USA, the UK, Europe and the Far East. Knowledge of a variety of sectors - entertainment, retail, media and financial services. Business contexts have included acquisitive growth, start-up, internal reorganizations, rationalization and downsizing. She specializes in performance management, leadership development and performance coaching and commutes between her clients in the USA and Europe.

Introduction

The dictionary tells us that ‘people’ are ‘a body of persons held together by belief in common origin, speech, culture, political union, or other bond...’ Sounds easy, and so surely such a ‘body’ will act, think, and feel the same with the same view of the world! And yet we do not!

Then what do we have in common, and why are we so different from our neighbour or sibling? We know that we all comprise outwardly and genetically the same basic elements: blood, tissue, organs, a brain and DNA, but, we differ by as many influential areas including gender, nationality, culture, age, education, religion, parenting and life experiences. There are so many ways to begin to understand a person, but for now our focus will be to take a slightly unconventional view – but a view that provides real insights into a person’s behaviour.

On being human

I use two surrogates when I am trying to understand a person – call these surrogates my golden rules and, they never let me down. My two surrogates are; how a person views ‘having fun’ and how a person views ‘being a success’.