

The Answer – Communication

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Relationships at all levels, whether it is business or personal, are reliant on good communication for their success. Many relationships break down because of the inability to communicate. Communication defined herein as a specific response to a specific input. The good news is that you have control of at least 50% of the communication right from the start. You are however in a position to take a greater than 50% control of the communication you participate in by “manipulating” the conversation. How you ask? Well, if you want the right answers, ask the right questions. So by already knowing what outcome you want, you can strategically align your communication to achieve what you want.

We are in a constant state of communication, whether in thought, word or action. What are you thinking? What are you saying? What do your actions say? Whatever it is, this forms part of the many forms of communication taking place within and around you.

In fact, your entire body is in a constant form of communication. Each of the millions upon millions of individual cells that make up you and I and perform different functions in the body are each individually communicating with each other to make sure that the system (your body) functions optimally. This communication is necessary for your well being. When something is wrong with the system (your body) then that is communicated through the cells tasked to pass on this message.

When you are having a one on one conversation with someone or conversing in a group; that is communication. When you are thinking something through, talking to yourself in your head, that too is communication. When you are fighting, you are communicating. When you are loving, you are communicating. What is happening when you pray? You are communicating. When you are meditating, you are communicating.

Mastering the art of communication therefore is very important. Communication defined as a specific response to a specific input. Why is control of the communication important? Well, your response (in general) forms part of the communication. How you respond to everything in life is very important. The only difference between the bum and the billionaire is firstly, the way they think, but secondly how they respond to that which happens to them. Same goes for the victor and victim.

All of this is significant because you can't act outside of that which you think and say. This wisdom and this lesson has been taught through the centuries, probably the most well known coming from the Bible: “As you think you are”. There are further lessons in the Bible instructing us to renew our mind daily. Why is this important? Well because what you put in is what you will get out. Those who work with computers will be familiar with the term GIGO – garbage in, garbage out – your brain is like a super computer.

What goes into your brain forms part of the communication and so it is important to be in control of it. If you are not in control, then someone or something else is.

Consider the following:

Change your thoughts and it will change your beliefs

Change your beliefs and it will change your behavior

Change our behavior and you will change your actions

Change your actions and it will change your life.

If you continue to think in the same way, you will continue to act in the same way, if you continue to act in the same way, you will continue to get the same results.

Thoughts help you form beliefs. Beliefs result in actions. Consider these two thoughts:

1. You CAN do it
2. You CAN'T do it

As a man thinks, so is he. Whether you are saying it, or whether you are thinking it – these two thoughts will clearly have very different results.

If you take control of your words and thoughts, you are taking control of the communication. If you take control of the communication you are taking control of YOU.

The reason that you want to be in control of you, is because if you are not, then someone or something else WILL BE.