

# Michael Grinder's Perception Camp 2019

Greatly assisted by  
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Take time for your Professional Development.  
And the time you take, we will help you use it wisely.

**This is an excerpt of the first eight pages to be used as an  
overview for those considering attending.**

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Copies of Perception Camp  
can be purchased directly from:

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This is intended as a working document. All suggestions and corrections are welcome; send to [mga@michaelgrinder.com](mailto:mga@michaelgrinder.com)

*The average person is a settler;  
she only sees what she can describe.  
The pioneer invents words to describe what she sees.*

*Vocabulary influences one's perception.  
Increasing your vocabulary increases your perception.*

*If you can see half of what you look at — you are good.  
If you know which half to look at — you are a genius.*

*“Watching and describing patterns of behavior is science.  
Understanding the values of the patterns is an art.”  
Chris Cawsey*

*“You first learn what to watch for. Then you increase the  
endless pursuit of how to interpret. And then you take the rest  
of your life to incorporate how to use the interpretation to  
elegantly respond to the person/pair/group/system.” Linda Fitch*

## Table of Contents

<b>Expectations</b> .....	5
Benefits .....	5
Your Part .....	5
Goals .....	6
Format .....	6
Style of Learner .....	7
Maximize Your Learning .....	7
<b>Welcome</b> .....	8
<i>House of Communication</i> .....	8
Third Floor: The NEWS of Perception .....	9
House of Love .....	10
Non-verbal Intelligence .....	10
Useful Hallucinations .....	12
<b>General Guidelines</b> .....	15
1. Baseline Behaviors .....	15
2. Effective Communication .....	15
3. Sender Satisfied .....	16
4. Ineffective Communication .....	16
5. A Pattern of Communication .....	16
6. Macro Patterns .....	17
7. Important Shifts (DIF) .....	19
8. Distort Time .....	20
9. Pauses and Transitions .....	21
10. Meta-emotional .....	21
<b>Guidelines of Caution</b> .....	22
11. Information vs. interpretation w/ vs. w/o evidence .....	22
12. Intrapersonal & Interpersonal Intelligence .....	22
13. Calibrating .....	23
14. Competencies and perception .....	23
15. Each level supersedes .....	24
16. Overlap between models .....	24
Culture .....	24
<b>Checklists</b> .....	25
I. Checklist for Viewing One Person: North Wall .....	26
Circles of Humanness .....	37
Baseline .....	29
<b>Examples of Transitions</b> .....	32
1. Directions .....	32
2. Meta Emotional .....	32
3. Personas .....	33

4.	Thinking/Processing .....	35
5.	Decision Making Process .....	37
6.	NED (stress) .....	38
7.	Phases of Presenting.....	38
8.	PIT: Power, Information, Time.....	39
II.	Checklist for Viewing Two People East Wall: Dogs & Cats .....	40
	Additional Checklist for Two People .....	40
	Bids .....	40
	Executive Coaching.....	44
III.	Checklist for Viewing Group Dynamics: West Wall.....	47
	Stages of Irritability.....	50
	Seasons .....	51
	Group Dynamic Variables .....	51
	System: South Wall .....	52
	<b>Team Work Notes</b> .....	54
	CAMP Progression .....	55
	YouTube Shortcuts .....	57
	Habits of Perception .....	58
	Examples of Footage Studied.....	59
	Quotable Quotes.....	60
	<b>Bibliography</b> .....	62
	<b>Index</b> .....	63
	<b>Appendix</b> .....	67
	Pentimento.....	67
	<b>Ethics</b> .....	68

To increase the fluidity of reading, this work will be using the apparently plural pronouns “they”, “them” or “their” after singular antecedents. Likewise, “she/her” and “he/him” are interchangeable. They are employed to help the reader distinguish one person from another.

**Note:** In the margins are references to products for further study. The following code is used: C=*Charisma*, EO=*The Elusive Obvious*, FT=*Fast Track*, RECB=*Righting the Educational Conveyor Belt*.

## Expectations

### Benefits

While Perception CAMP is not for the faint of heart, the benefits are enormous:

- You will walk away with knowing when you are hallucinating. You will be broken from the knee-jerk reaction of jumping from reality to a conclusion or judgment that is not evidence based - you will be constantly asked, “Just say what you are seeing and hearing...stay outside yourself!”
- You will know when you can and can't trust your instincts. Your interpretations of reality will be more accurate and useful (see p. 57).
- You will know how to model others' perception by asking, “What did you see and hear that lead you to your interpretation?” Also, “When you did “X,” what did you hope to see? And what did you actually see?”
- You will be able to sort your perceptions into four categories, each with its own essential, overarching Meta question.
- You will learn guidelines to help you make sense when in a new culture.
- You will be amazed at a simple formula that defines the difference between effective and ineffective communication.
- You will reduce your “surprises” in life because you recognize patterns before they unfold...thus staying resourceful. You can now proactively predict. Simply, you make better decisions.
- Successful attendance might qualify you for aspects of MAGIC — The Art of Perception. The sophistication of perception can't easily be learned in one setting. MAGIC is a program where master learners gather online to extend their perception. See Michael Grinder for more details.

### ***What is the purpose of observation/perception?***

- The driven person answers, “To get my outcome!”
  - The opinionated person replies, “So I can render my judgment.”
  - The empathic person, “So I can feel with...”
  - The perceptive person responds,
    1. “So that I can predict what is likely to occur,
    2. so I am not surprised,
    3. so I can remain resourceful to make better decisions.”
- For the perceptive person, “Surprise is the enemy of competence.” Perception does not always offer solutions – but it can offer sanity.

### **Your Part**

Perception CAMP is VERY, VERY different than any other training Michael does. You are accustomed to him providing structure. In CAMP,

you determine the focus by bringing video of people and situations YOU want to better perceive. The focus can be on an individual, two people, or a group. The footage can be from your camera, You Tube, a TV show, or a movie clip. Or you can film during the CAMP.

Because this is an advanced program, instead of the *scientific* black and white of “Always do...” and “Never do...” we operate on an *artistic* level of **guidelines**. Guidelines light the journey of *gray*.

### Goals

Michael suggests the following goals for each participant:

- Provide a 3-minute video clip
- Lead two study groups
- Be on a minimum of four study teams
- End up with a vocabulary of 40 terms

Assign vocabulary to categories like:

Floors of House of Communication

Hallways of the second floor: V, A, K, B

Walls of the third floor: NEWS of Perception

Below the line; above the line

Levels of Perception

Circles of Humanness

Micro, macro, meta

### Format

#### Study:

Each participant shares his/her three-minute footage with one or two fellow learners outside the training room. As a team, you study the clip and fill out the appropriate forms from the manual. The forms help you identify the evidence that answers the questions of the four levels of perception:

- Perceiving an individual (p. 26): What evidence do I gather to know what are likely the person’s beliefs, motivations, and filters?
- Perceiving two-people interaction (p.39): What evidence do I gather to know who is likely to influence/dominate?
- Perceiving three or more people (group dynamics) (p. 47) What evidence do I gather to know what is likely to happen next?
- Perceiving a system (p. 52): What evidence do I gather to know what is likely being reinforced/rewarded?

#### Show:

The team shows the clip to the training room three times:

1<sup>st</sup> time the clip is viewed without commentary.

2<sup>nd</sup> time the clip is viewed and the team pauses the footage and offers commentary.

3<sup>rd</sup> time the clip is viewed and Michael pauses the footage and offers commentary.

**Reflect:**

The gap between what you can perceive and what Michael perceives is your professional development. Attending Perception Camp is a choral session with Michael — “Do you see what I see?” (Chris Cawsey)

Michael will be in the training room six hours a day. The hours will be posted. A schedule of when different people present their footage will be created. You are required to be in the training room during your scheduled time. The intention is to have a 30-45 minute group activity each morning— you are asked but not required to be in the room during this group activity time. You do not have to be in the training at any other time. Please enter and leave quietly.

Many people will be staying from out of town — this allows for evening learning and networking. The dog part of you will want to socialize...the cat part of you will ambitiously want to study and learn with others.

1. Take care of yourself. This includes exercising.
2. If you are going to be out of the training room during presenting times, please let one other person know.

**Style of Ideal Learner**

The best characteristics of a Perception CAMP learner are:

Ambitious. Be ambitious enough to be patient.

Persistent,

Pioneer spirit (curious, able to handle initial feelings of *being lost*, can create their own safety, support others, and loves exploring the edge of non-verbal communication).

Self-reflective and Self-honest (Dr. Eric Allenbaugh)

Ability to be internal-focused and external-focused and can control which focus to be attentive to.

**Maximize Your Learning**

- Read and study Michael’s books (bring these books and anything else by Michael):
  - The *Elusive Obvious* — *The Science of Non-Verbal Communication* EO
  - *Managing Groups* [either *The Fast Track* (250 pages) or *The Inside Track* (500 pages)] FT
  - *Charisma* — *The Art of Relationships* (“Cats and Dogs”) C
- Attend with a friend/colleague so you have someone to reinforce your learning with in the future. There will be advantages and disadvantages to staying with the same cadre group the entire

time. As the CAMP progresses, Michael may have you form new cadre groups.

- Stay at the facility — make it a residential learning atmosphere.
- Bring a camera or iPad so you can create footage to analyze while attending.
- Bring a ***pillow*** to the training room. Why? Perception, unlike learning the Pentimento Patterns, can NOT be forced. You have to be rested and “alertly relaxed.” When you are not perceiving – rest (see page 14).
- (Here is a note from past graduates) It is common to feel overwhelmed at times, dumb, and unsophisticated — you have plenty of company. KEEP BREATHING. Your button of “Am I adequate?” will be pushed at times. KEEP BREATHING. The community of perception is not about content that can be memorized... it is a process of endless learning. KEEP BREATHING.

**You are invited to walk around in  
Michael’s head/map of reality for 5 days  
(2019, 4 days).**