



Hello again from Corporate Harmony and welcome to the Module 1 Week 3 'Conversation Starter'!!

In last week's conversation we shared some of the research coming forth from the neurosciences, and the significance and benefits of trying to keep our thoughts and feelings on the positive side of the scale. I say 'trying' because you will recall that our brain finds it far easier to hold the negative stuff than it does the positive.

You might also remember that Positive Presence is our term for the skill of adjusting and creating a positive and energized mindset through conscious thought processes. Neuroscientists looking at cognitive functioning and behavior have suggested, simply put:

- We can assess our personal energy flow through our feelings.
- Feelings such as happiness and optimism can be linked to a positive energy flow, and feelings such as anger and frustration can be linked to a negative energy flow
- We can control our feelings with our thoughts.
- It is through our thought process that we choose how to behave.
- And the bottom line is .... the measurable result of a person's energy flow is reflected by one's choice of behavior.

So if our behavior is a reflection of our feelings and thoughts, what feelings and/or behaviors should we try to aim for? We have composed a list of some of the most talked-about positive behaviors and/or feelings that we should choose to spend most of our time in and around. They are:

- Kindness
- Fairness
- Servanthood. Ask yourself, "What can I do in service to my co-worker, my spouse, my self?" Choose one behavior for each person (including yourself) each day.
- Consistently constructive actions that will better the work-life or home-life of those around you are also positive in nature.
- Focus is on present and future. Don't dwell on past disservices of either yourself or others. That is yesterday. Live and dwell in today.
- When at work, stay work focused. Set priorities and stick to task. Don't procrastinate on the stuff you don't like to do either.
- Lack of bitterness. Of the entire world, the greatest example of lack of bitterness might possibly be the late Nelson Mandela.
- Easily displays compassion. Always strive to approach every situation with an open and compassionate heart.
- Consistently exhibiting feelings and/or behaviors of calm, rational, generous, and loving are indicators of the positive.
- Being open to personal sacrifice for the good of others are also indicators of a positive mindset.

- A person skilled in the positive consistently displays self-control, authenticity and is an encouraging force.
- An attitude that is enthusiastic, active, and alert is indicative of a positive flow.
- Displaying evidence of self-awareness, either in word or deed, is the precursor of a positive energy flow.
- Being open-minded and easily accepting of change requires a positive mind – one which is ready to mesh and move with others in a new direction.
- If you've ever participated in an Employee Engagement workshop, the behaviors sought after are positive in nature and known as 'employee engagement behavior', or 'organizational citizen behavior', and sometimes known as 'Contextual Performance'.
- Behaviors associated high EQ (Emotional Intelligence) are all positive in nature as well.
- You may have heard reference made to active listening or possessing a 'listening ear'. This aptitude requires positive and controlled energy to keep your own energy in the background and allow others to be heard.
- Desire and energy for continuous learning and self-growth is indicative of adeptness of Positive Presence.
- A person of positive influence uses influence to create a better environment and is a role model to others.
- A strong skill set of Positive Presence displays as inclusive, cooperative, optimistic, grounded, humble, authentic, and works well with all others.
- The Positive Presence skill builds the capacity for self control, for attaining balance between care and candor, for attaining balance between contribution and community, and is tenaciously persistent in seeking good for others.
- A person with a mature skill of Positive Presence possesses a high standard of excellence, takes the initiative, and communicates openly, honestly and continuously.

Acquiring the skill of Positive Presence is a slow and gentle process that begins with awareness ... but it's also a process that must be doused liberally with forgiveness -- especially self-forgiveness -- as well as a good solid pinch of humor. Remember, the more time we spend in the positive, the greater our capacity for achieving peak performance, for building and maintaining good relationships, and for experiencing good health...

This week's homework was laid out in Week 1 so please refer back to our previous 'Week 1 Conversation', and follow the instructions for the next 7 days!

So my friends, go to Week 3 in your Positive Presence Skill Building Journal, and until next time, let the skill of Positive Presence work for you.

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