

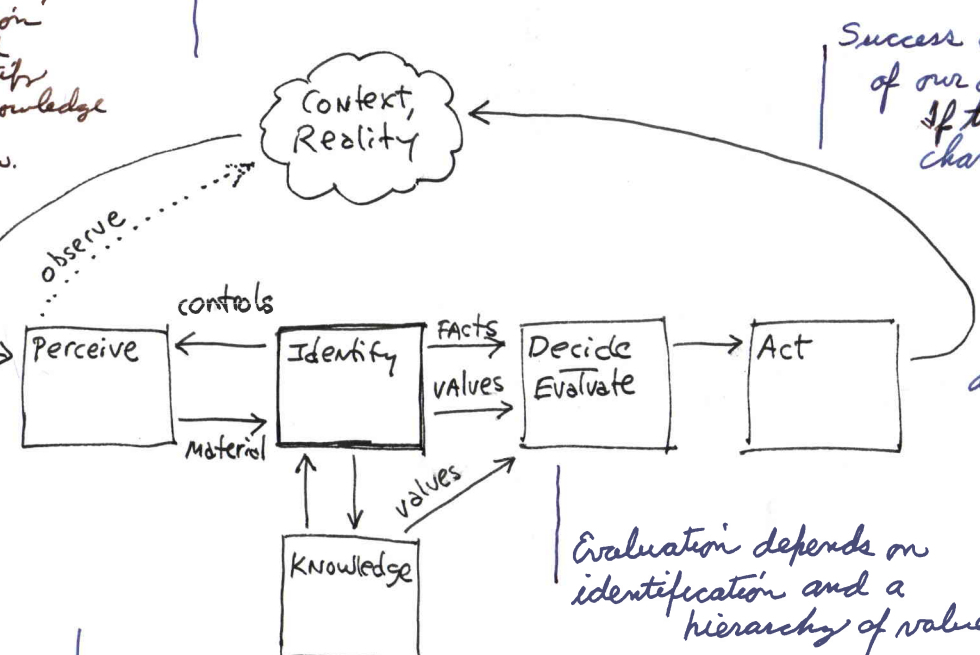
How-to-Fail:

- ① Fail to perceive.
 - Lack adequate information
- * ② Fail to identify
 - a. distraction
 - b. overload
 - c. misidentify
 - * d. Poor knowledge structure.
 - e. too slow.
- ③ Fail to Evaluate
 - a. slow
 - * b. wrong values
 - c. poor knowledge structures
 - d. habits
- ④ Fail to Decide
 - a. will
 - b. doubt, UNconfidence
- ⑤ Fail to Act
 - a. will
 - b. ability

External reality, including other people

One's self

what we know and value significantly affects what we pay attention to and what we notice



Success depends on the appropriateness of our actions to the facts of reality. If the facts change, all else needs to change, too.

In changing or uncertain context, we need to re-run the loop more often, hence faster.

action affects reality, it changes the circumstances, the context, the facts.

In a conflict, changing the context, the facts, makes one's opponent's p.i.d.&a. out-of-context, less appropriate, less correct.

Evaluation depends on identification and a hierarchy of values.

Perception is an active process.

All cognitive processes start with perception. All else equal, the greater quantity & quality, the better.

We identify and then evaluate our perceptions. The better our mental filing system, the faster, more accurate our identifications & judgments.

- Two ways to win a conflict:
1. Make better decisions and actions. This requires better Perception & Identification. The means to this is mostly better knowledge, followed by better information & will to decide & act.
 2. Cause your opponent to make poorer identifications & decisions. Acting more quickly to change the context, and induction & deception are the primary means. Additionally attacking his will to fight robs will to think and act.

actions of consciousness physical action

PERCEPTION FACT IDENTIFICATION EVALUATION DECISION ACTION

FACT VALUE VOLITION ACTION