



Slide 1	Welcome to Psycho·Geometrics® Module 2! This module, the second in the series of the Psycho·Geometrics® course, focuses on the practical application of working with Shape Perception.
Slide 2	Please take a moment to familiarize yourself with the module navigation.
Slide 3	Welcome to the continuous digital learning series of Psycho·Geometrics®! In this module, where you will be introduced to the concept of Shape Perception, it is helpful to know your “Shape Results” from the Psycho·Geometrics® Assessment. To maximize your experience, we recommend that you take a moment now to review your “shapes.”
Slide 4	<p>Now that you have had an opportunity to review your Shapes Report, let’s clarify our objectives. By the end of this module, you will:</p> <p>Number 1, have an awareness of both positive and negative perceptions of each of the five geometric shapes within the Psycho·Geometrics® Communication System,</p> <p>Number 2, know how to apply Shape Perception awareness to your personal shapes and communication style, understanding that who you are, what you do, and how you interact with others could be perceived both positively and negatively,</p> <p>Number 3, know how to apply Shape Perception awareness to understand others, and specifically how you may be interpreting, or misinterpreting, who others are, what they do and how they interact with others,</p> <p>And finally, number 4, you will be prepared to decide what perceptions of yourself you may want to change and how to make those changes.</p>
Slide 5	<p>To begin, let’s define Shape Perception. What do we mean by “perception”? Perception can be defined as a way you understand or interpret something, a “mental” impression, as a result of using any of your five senses, that is, what you see, hear, touch, smell or taste.</p> <p>For example, if you see someone walk into a room full of people, not acknowledging or talking to anyone, taking a seat alone, and having an expressionless face, you may perceive that person to be anti-social. However, another may interpret that person as being shy, and yet even another person may perceive them to be rude or apathetic. These different perceptions of the exact same behavior are based upon the personal <i>interpretation</i> of what one sees and hears or doesn’t see or hear.</p>



<p>Slide 6</p>	<p>Next, let’s look at the word “shape” in the Psycho·Geometrics® Communication System. “Shape” refers to one of the five geometric shapes used to identify a specific trait or behavior. The five shapes are the Box, Triangle, Rectangle, Circle and Squiggle.</p> <p>As a quick review, when you notice the shapes, you can see the basis of Psycho·Geometrics®. The Box is four equal sides and “contained”. This can indicate that if you scored primary or secondary in Box, you may be perceived as factual and objective. The Triangle is bottom line and to the point and often perceived as direct and action-oriented. The Rectangle is oblong, with plenty of room for all four shapes to be within this one shape. Rectangles may be unsure and searching. The Circle is an inclusive shape and again, if you scored primary or secondary in circle you may be perceived as intuitive and caring. Lastly, the Squiggle is unrestricted, without a set design, “all over the place,” and expressive. You may be perceived as creative and energized if you scored as a primary or secondary Squiggle.</p>
<p>Slide 7</p>	<p>Therefore, Shape Perception is simply how we perceive, understand, interpret a specific shape.</p> <p>Here’s an example: Rhonda enters a room and starts talking using dramatic gestures, a high-pitched voice and a fast-paced tone. Jake perceives her as someone who has an enthusiastic and passionate communication style, personifying a primary shape of the Squiggle. However, Cheryl, while also perceiving her as a Squiggle, finds Rhonda confusing, overwhelming and difficult to understand.</p> <p>From this example, it’s easy to see how each shape could be perceived in a positive or negative manner. It’s also understandable how your perception of shape behaviors could be completely different than someone else’s perception.</p>
<p>Slide 8</p>	<p>Let’s look at another example. Robert introduces himself as a new member of the team. Wearing a well-fitted, nicely pressed suit with his jacket buttoned, shiny shoes, and an expensive brand watch, he proceeds to the front of the room. Instead of taking a seat among you, Robert begins talking in a low-pitched, loud, strong and steady voice. He raises his hand and says, “There are three things you should know about me,” pointing one finger upright. “Number one, I have been in this industry for more than 20 years.” Then raising another finger, “Number two, my last team broke the all-time sales record of any company in the industry last year. And number three, I am looking forward to breaking another record this year now that I am part of this team! I am excited to get started!” Shawnae perceives Robert as a primary Triangle. Shawnae makes eye contact with another team member. With a nod of approval and a thumbs up, she then leans over to this team member and says, “This guy’s a winner, he’s confident, he’s serious about business, he will make all of us ‘up our game’, I love him already!”</p> <p>Another team member, Elizabeth, overhears what Shawnae said. Rolling her eyes and with a sarcastic tone, Elizabeth whispers to the person beside her, “Who does this guy think he is? His ego is over the top! He’s only out for himself...it’s going to be a pain to have to work with him.”</p>



	<p>The team members all see the same person, hear the same message and yet the perception between at least two of the team members could not be more opposite. While one is celebrating the addition, the other is dreading it.</p> <p>Therefore, awareness of both positive and negative perceptions is critical to understanding the true intent of others, and how others may perceive you.</p>
<p>Slide 9</p>	<p>In this last example, Blake and his colleague, Janine, attend a presentation by a renowned speaker. Blake perceives the speaker to be highly intelligent, approachable, and relatable, but his colleague perceives him to be boring and standoffish, while feeling no connection to the speaker whatsoever.</p> <p>Why is this? What makes these differences between these individuals' perceptions?</p>
<p>Slide 10</p>	<p>Often, we are oblivious to what seems so obvious to others. We are not always aware of how our behavior could be misperceived, possibly causing resistance to our ideas, a lack of participation when collaborating, or keeping others from following or helping you, or at least <i>wanting</i> to follow or help you.</p> <p>You may be asking: Doesn't everyone prefer face-to-face feedback? Or, certainly, everyone prefers working through lunch to get done sooner, right? Doesn't everyone think it's important or see the value of making time for team lunches, work anniversary and birthday celebrations? How could anyone think this could be interesting? How could anyone think this could be boring?</p> <p>These are honest, well-intended questions but questions that indicate that the person asking the questions is simply not aware of how differently things can be perceived. It has been said that over 50% of solving a problem or seizing an opportunity is simply being aware that the problem or opportunity exists. Understanding is key, and the first step to strengthening your communication and strengthening your relationships.</p>
<p>Slide 11</p>	<p>Now for an exercise to work with positive and negative Shape Perceptions. Let's fill in the chart.</p> <p>Starting with your own primary and secondary shapes, click and drag the possible positive and negative perceptions to match your shapes and then continue the exercise. Don't worry about getting it right or wrong. Just continue to try until you find the correct place for each perception. This is about raising your awareness, not critiquing or evaluating your awareness.</p>
<p>Slide 12</p>	<p>These are the appropriate placements for the positive and negative perceptions.</p>
<p>Slide 13</p>	<p>Now that the chart is complete, let's take a moment to think of times when you may be misperceiving someone because of your own personal interpretation of their shape trait or behavior.</p> <p>As an example, have you ever been perceived as "not caring"? Have you ever perceived someone else as not caring? Every shape can show care, but not everyone shows care in the same way. You tend to show that you care through your natural shape strengths.</p> <p>A Box might show care by staying calm, collected and objective, asking for the facts and offering to help create the plan to solve the problem. A Triangle might show care by being</p>



	<p>direct and getting quickly to the point, telling you exactly what to do in order to move forward. A Circle might show care by empathizing, taking time to listen, allowing you to share your feelings, then reassuring you everything will be okay. A Squiggle might show care with emotion, sharing all kinds of ideas that could help you, encouraging you, and cheering you on, “You can do it!” or “You got this.”</p> <p>As for the Rectangle, keep in mind that someone in Rectangle mode is most likely focused on themselves; searching, exploring, experiencing, surviving, thriving or navigating through change. Therefore, the Rectangle may have very little left in their “tank” to show care to others and may even find it too overwhelming or exhausting to focus on the needs of others, while going through their transition.</p>
<p>Slide 14</p>	<p>At this point, perhaps you are more aware of how your good intentions, or even just your natural behaviors, could be misunderstood or perceived negatively. You may be asking, “How can I still be myself but also raise the probability others see me and what I do in a more positive light, or at least understand why I do what I do?”</p> <p>Great question!</p> <p>Here at Psycho·Geometrics®, we believe it is important to be who you are and who you are meant to be! You don’t have to change that, but you may want to be mindful of how your natural traits, strengths and actions may be misperceived, misunderstood or overlooked.</p>
<p>Slide 15</p>	<p>Typically, when an individual becomes aware of how their natural traits, actions, strengths or “well-intended communication” may be perceived in a negative manner, there is a strong desire to change the perception.</p> <p>In fact, according to research provided by Hite Resources Incorporated over a 15-year period, more than 90% of people, when made aware of how their behavior was being misperceived in a negative manner, expressed a desire to change that perception. The problem, however, is that the same group of people who felt hurt, frustrated, betrayed, undeserving, or even angry about the misperceptions, felt they had little if any control over how they are perceived, or what others think.</p>
<p>Slide 16</p>	<p>While it is true you can’t change others, nor can you control what they think or think about you, you can control your behavior. When you are willing and know how to modify and manage your behavior, you will increase the probability that others will have a more positive perception of you.</p> <p>At the very least, you can open the door to a crucial conversation about perceptions, giving all parties an opportunity to explain varying perceptions based on different interpretations, often influenced by one’s culture, upbringing, values and beliefs.</p> <p>With awareness, knowledge, skill and genuine desire, you have the power to influence how others perceive you and understand you, given that your actions are demonstrated authentically, consistently and with positive intent.</p>



<p>Slide 17</p>	<p>The next 4 slides consist of an activity to exercise your skills learned from this Shape Perception training module. These exercises may help you learn more about the people around you, how they see themselves and how they perceive who you are and what you do, both positively or negatively. You can do this activity now or with your work team, your business or life partner, your family or friends. You may download and print a copy of the exercises.</p> <p>This first exercise focuses on working with yourself. Ask yourself:</p> <ol style="list-style-type: none"> 1. Is there a possible negative perception of you that you want to change? If so, what is it? 2. What shapes can you leverage to change possible negative perceptions into positive ones?
<p>Slide 18</p>	<p>Now we'll look at working with others. Choose a partner in this exercise. Ask your partner about possible positive and negative perceptions of their behavior.</p> <ol style="list-style-type: none"> 1. What shapes is your partner describing? 2. How does their own perception of themselves compare to how you perceive them?
<p>Slide 19</p>	<p>To continue, ask your partner to name positive and negative perceptions of your behavior.</p> <ol style="list-style-type: none"> 1. What shapes is your partner describing? 2. How does their perception of you compare to yours?
<p>Slide 20</p>	<p>Lastly, in this last exercise, for any shapes not discussed,</p> <ol style="list-style-type: none"> 1. What could be some positive perceptions of those shapes? 2. What could be some negative perceptions of those shapes?
<p>Slide 21</p>	<p>In summary, now that you have participated in the Shape Perception module, you should:</p> <p>Number 1, have an awareness of both positive and negative perceptions of each of the five geometric shapes within the Psycho·Geometrics® Communication System,</p> <p>Number 2, know how to apply Shape Perception awareness to your personal shapes and communication style, understanding that who you are, what you do, and how you interact with others could be perceived both positively and negatively,</p> <p>Number 3, know how to apply Shape Perception awareness to understand others, and specifically how you may be interpreting, or misinterpreting, who others are, what they do and how they interact with others,</p> <p>And finally, number 4, be prepared to decide what perceptions of yourself you may want to change and how to make those changes.</p>
<p>Slide 22</p>	<p>Click and bookmark these links, plus be sure to download important course resources from the Resources tab, found in the upper right corner of this course.</p>
<p>Slide 23</p>	<p>Congratulations! You have now finished this module. Please click the 'Mark Complete' button to register this module as complete.</p>



Slide 24

You are now ready to move to the next application of Psycho-Geometrics®, Module 3: Shape Flexing, where you will acquire the knowledge and skills for modifying your behavior to influence how others perceive you.