

Perception Camp

Perception Camp is Michael Grinder's most advanced program. The more you prepare for it, the more advanced your learning will be. The following are pre-learning activities.

As we all know from sports, you get better when you play with people of your skill level or just above your skill level. Our eventual goal is to designate/certify people on different levels so that people can be appropriately paired during learning.

An overview of *perception* is best gained by studying Michael's metaphoric "[House of Communication](#)."

House of Communication

After watching the video, study the below Q & A, take the Q only portion, then correct your answers.

House of Communication Questions & Answers

1. How many floors are in the *House*? **Four**
2. Name the floors. **Content, Process, Perception, Permission**
3. Name the four hallways of the second floor. **Visual, Auditory, Kinesthetic, and Breathing**
4. Name a description for each of the four hallways.
Visual: eye contact, frequency of blinking, looking at a piece of paper
Auditory: volume, speed, flat, rhythmic
Kinesthetic: gestures, palms up or down, weight on both feet
Breathing: High and low, inhalation and exhalation (mentioned chemicals)
5. Which hallway affects another hallway? **The Kinesthetic hallway affects the Auditory hallway.**
6. What is the more important hallway? **Breathing**
7. On the third floor, how many windows/views are there? **Four**
8. What is the focus on each window/view and what perceptual question does each window/view address?
(North wall window: one person) New person: what is likely to be this person's motivations, intentions, beliefs, and perceptual filters?
(East wall window: two people) Equal: who is likely to influence or dominate?
(West wall window: group dynamics) Whole group: What is likely to happen next?
(South wall window: people present plus people not present) System: What is likely being reinforced or rewarded? Who is being promoted, honored, acknowledged?
9. What is the definition of *Permission*? **Who gets to talk about what, and when do they get to talk about it?**
10. The ROOF of the *House* are four letters that describe the qualities of an exquisite communication – name them.
R – rapport
O – outcome

O – outside yourself = perception
F – flexibility with the bottom two floors

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9. What is the definition of *Permission*?

10. The ROOF of the *House* are four letters that describe the qualities of an exquisite communication – name them.

Congratulations! You now have an overview of **Perception**. Are there any areas you want to go back over and study more? If not, you can now move on to studying **Pentimento** (from the *Elusive Obvious*).