

# THE POWER OF ASSUMPTIONS

Our thinking, feeling, decision making and action are driven by assumptions. Everything we do comes from the assumption we make just before we do it. As dry as this can sound on paper, the discovery of the assumptions busy shaping our ideas, our work, our relationships and our feelings is a fascinating experience.

Some assumptions are true and liberating. They project us forward and allow us to think clearly and independently. They lead to desirable outcomes.

Some assumptions are untrue and limiting. They hold us back, ensure we procrastinate, **sap** our strength, **victimise** us and keep us from thinking well for ourselves. They lead to **undesirable** outcomes, **sometimes even** to destruction.

**Untrue limiting assumptions, for example, fuel discrimination and oppression. They claim that some identity groups are better than others. They can form policy. They can limit the influence, leadership, self esteem and wellbeing of people in those groups.**

**When the untrue limiting assumptions about groups are replaced with true, liberating ones, the members of the group can reclaim pride and place in society, and experience life at its most just and rewarding.**

Because assumptions of all kinds, therefore, birth both our blocks and our breakthroughs, we need to discard the untrue limiting ones and replace them with the true liberating ones.

Replacing the assumptions that are stagnating or damaging our thinking with liberating assumptions that lift our ideas to new levels of insight, meaning and practicability is an experience worth the expertise.



# INCISIVE QUESTIONS

What happens when the mind breaks through?

What steps has it taken so quickly that we do not see the steps?

Simply put, this break-through process is the mind asking itself an Incisive Question.

Here is how it seems to work:

Our thinking, feeling, decision-making and action are driven by assumptions. The good ideas and feelings come from **true liberating** assumptions. The bad ones come from **untrue limiting** assumptions.

So, to breakthrough from bad to good, the mind seems to go through roughly this sequence of questions:

1. What am I assuming that is limiting my thinking here?
2. What am I assuming that is **most** limiting my thinking here?
3. Is that assumption true?
4. What is a liberating true alternative to the limiting assumption?
5. If I knew (insert true alternative), what would I think or feel or do?

On paper this sounds pretty dry. But in practice it is one of the most scintillating and transformative things human beings do. The mind does it for itself in a flash when it can. When it can't, it does it a bit more slowly, but just as powerfully, with the help of those five questions and extraordinary attention from another person.

For example, if your goal is to restructure your time, the first question is: What are you assuming that is stopping you from re-structuring your time? You find as many assumptions as you can. Then with questions 2 and 3, you find the key untrue assumption. Then through questions 4 and 5, you build an Incisive Question. And voila, your mind breaks through. A new, true, liberating reality emerges.

## KEY UNTRUE LIMITING ASSUMPTION:

I am a victim of  
time pressure.

## LIBERATING TRUE ALTERNATIVE ASSUMPTION:

I have a choice  
about how I spend  
my time.

## INCISIVE QUESTION:

If you knew that  
you have choice...  
how would you  
re-structure your  
time?