

PERCEPTUAL BLOCKS

There are seven common blocks which distort the way we see, and therefore understand, things.

1. We can't see the problem.
2. We only see what we expect to see.
3. We can't get at the real problem.
4. We are limited in our thinking to old ways of seeing things.
5. We see the same thing from different points of view.
6. We know something is wrong but don't know what.
7. We add information which we believe is missing to make sense of what we see.

"No two people see the external world in exactly the same way. To every separate person, a thing is what he or she thinks it is - in other words, not a thing, but a think."
(Penelope Fitzgerald)

