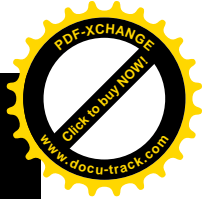
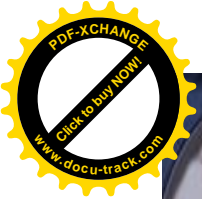


PERCEPTION



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WHAT IS PERCEPTION?

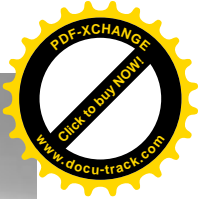
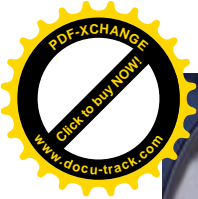
Perception is

a unique interpretation of the situation, not an exact recording of it.

a very complex cognitive process that yield a unique picture of the world.



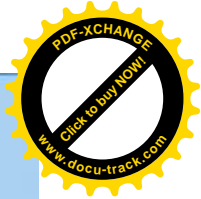
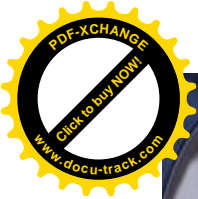
**TURN
OFF THE
THE ENGINE**



PERCEPTION

SOME CHARACTERISTIC

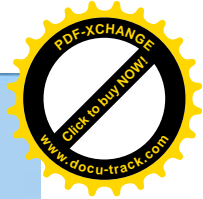
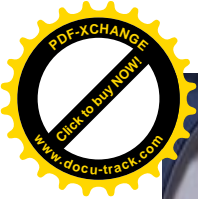
- Everyone's perception are **not same.**
- It can be quite ***different*** from reality.
- It is ***unavoidable.***
- Good perception are not always have '***no problem***'.
- Bad perception are not always ***be a problem.***



PERCEPTUAL SELECTIVITY

EXTERNAL FACTORS

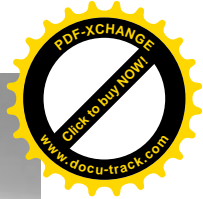
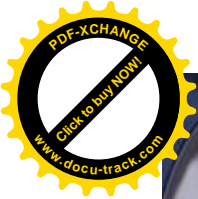
- **Intensity** — *the more likely it is to be perceived.*
- **Size** — *the more likely it will be perceived.*
- **Contrast** — *the more likely it is to be perceived.*
- **Repetition** — *more attention getting.*
- **Motion** — *the motion will get more attention.*
- **Familiarity** — *as an attention getter.*



PERCEPTUAL SELECTIVITY

INTERNAL FACTORS

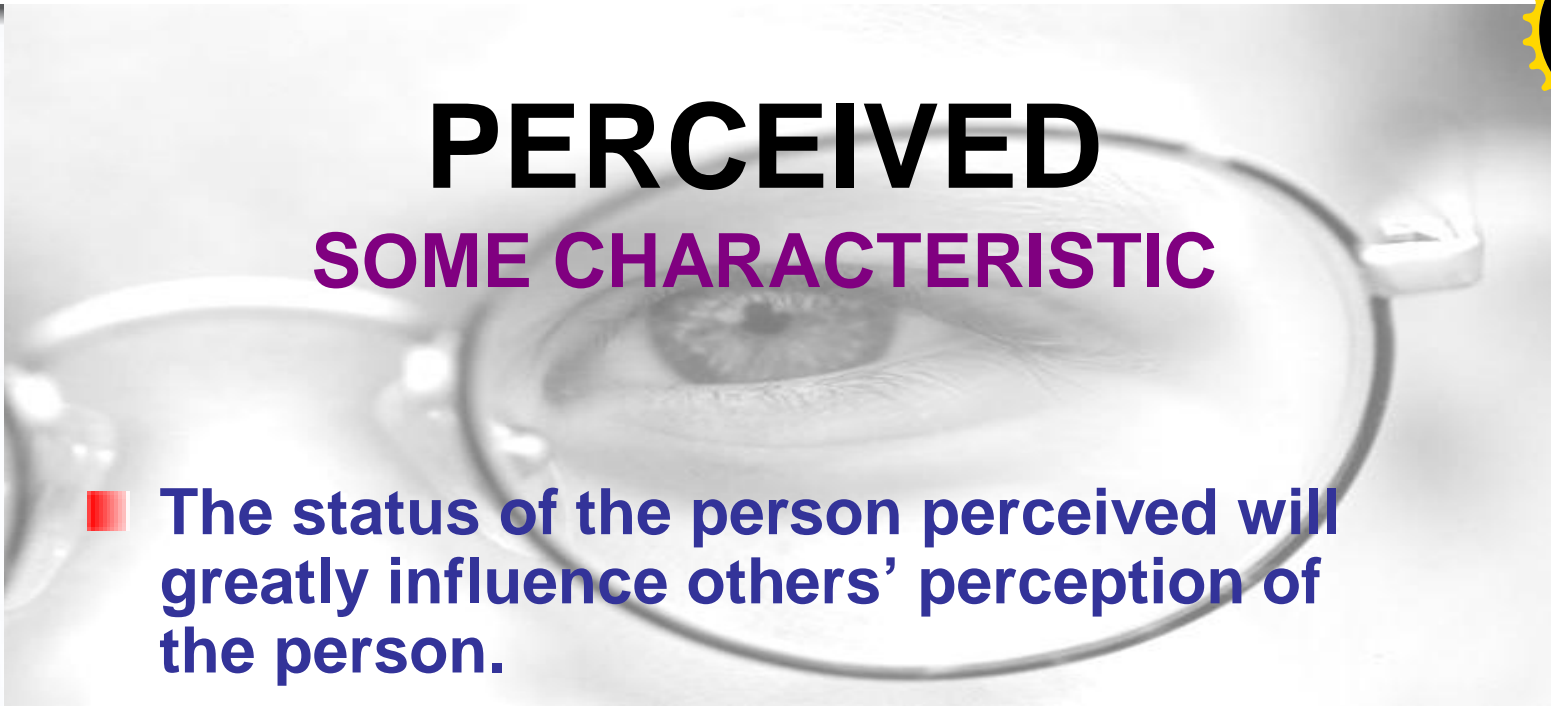
- Learning
- Motivation
- Personality
- Perceptual Set in Workplace



PERCEIVER

SOME CHARACTERISTIC

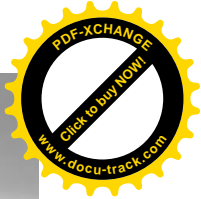
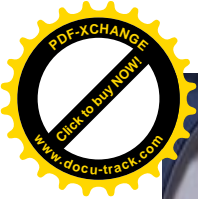
- **Knowing oneself makes it easier to see others accurately.**
- **One's own characteristics affect the characteristics one is likely to see in others.**
- **People who accept themselves are more likely to be able to see favorable aspects of other people.**
- **Accuracy in perceiving others is not a single skill.**



PERCEIVED

SOME CHARACTERISTIC

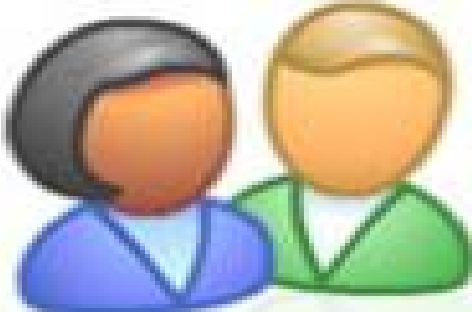
- The status of the person perceived will greatly influence others' perception of the person.
- The person being perceived is usually place into categories;- *status and role*
- The visual appearance of the person perceived will greatly influence others' perception.



FACING PERCEPTION

SOME GUIDANCE

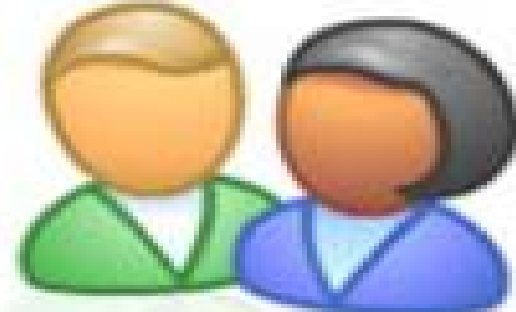
AS PERCEIVER



ü **BE OBJECTIVE**

ü **OPEN UP**

AS PERCEIVED

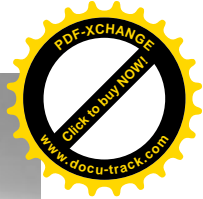
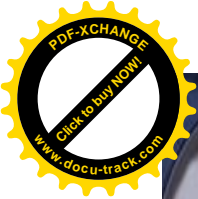


ü **GIVE SOME PROVE**

ü **BE CONSISTENT**

ü **BE SINCERE**

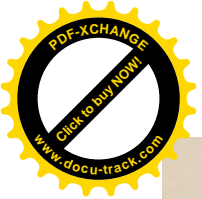




FACING PERCEPTION

SOME PREVENTATIVE STRATEGY

- **ACCOUNTS** – *getting something done on time because of priority.*
- **APOLOGIES** – *When there is no logical way out, the employee may apologize to The Boss.*
- **DISASSOCIATION** – *may secretly tell The Boss that they fought for the right thing but were overruled.*



THANK YOU