

## The Knowing Doing Gap

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### The Knowing: Doing Gap

(Understanding the Knowing Doing Gap)

- We are literally programmed to Act, Think and Behave in a Certain way. And those habits become a part of our essence as human Beings from a very early age.
- Most People are not doing what they want to be doing....

- We need to close the Gap of what we know and what we do and we will be amazed at what our World looks like after we **close the Knowing Doing Gap**

**There is a Big Difference between what You Know and what You Do**

- We call that the Knowing Doing Gap

### **Our Whole Educational System is based on getting to Know Things**

We are trained to know things but it doesn't make us extraordinary People.

- We are given the Books. We study the Books and we are tested on the information in the Books. If we know the information we get a passing grade. If we do that long enough we end up with a Degree.

### **We have 2 Parts of Your Mind**

1. **Your Conscious Mind**...Where your Mind gathers all the information. But People won't necessarily do what they know how to do. And as we get Older the Gap seems to get Bigger. We know what to do but we don't do it. Again the **Knowing Doing Gap**. We know more but we seem to do Less.

That causes enormous amounts of Frustrations in a Person's Life. That Frustrations then, is expressed in all kinds of Behavioural Patterns that is not conducive to good results in an Organization, or in a Persons Life.

- We know more but seems to do less
- Why did you do That.....**I Don't Know**.....You Know Better.....**I Know** ....So Why Did You do That.....**I Don't Know**.
- I was doing things, I didn't want to do, and It was Giving me results I didn't want to get....and they would ask me why did you do it...."**I don't Know**"
- Think about the Person that goes on a Diet. They see that Peace of Cake. They know what it is going to do. They know they shouldn't Eat it. They don't want the results it's going to give them, but they Eat the Cake and do it any way.
- Again **The Knowing doing Gap**

Did You Know.....

- Corporations spend 60 Billion dollars in a year helping People to know more. That is really what training is. It is Gathering Information.

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- We have 2 Parts to the Mind ....Conscious Mind and Sub-Conscious

**Conscious Mind is our Educated Mind. It Gathers Information.**

- We Read the Book, Remember the Book, and we Repeat the content of the Book

- That doesn't mean that we are going to do it.

**2. The Subconscious Mind** causes our Body to do what it does, and it is our Behaviour that is going to determine our Results.

**Primary Cause of Results = Permanent Change**

**“Why do they Behave as They Do”**

**The Paradigm is that section in our Subconscious Mind that Gathers Habits.**

- A Habit is nothing but an Idea fixed in a Persons Subconscious Mind that cause them to do something without any conscious thought.

- We all have an enormous amount of Habits

You will have some people in your Business that are always early for work and some are always late. It is part of there Paradigm

There is a lot of Money spent Training Sales People but there isn't allot of Great Sales People...They can be but the **Knowing Doing Gap** is there and they don't do it.

**Knowing is not enough....Results are the Name of the Game**

By there Fruits you shall Know Them....was great advice.

The Results will tell you where a Person is Programmed. It will tell you where there Mind is at.

There is always a pattern to a Persons History and that is all caused by the Paradigm.

- **The Power of Habit....our Paradigm causes us to behave the way we do**

- In a Baby all thoughts go right into there Subconscious Mind. When the Baby arrived they were already Programmed. That's genetic Conditioning.

- All the foods you eat, came from Your Parents, and from there Parents ...all the way up.

- Habits are passed on from one Generation to the Next. When we arrive on this earth we are already Programmed.

- We look like our Parents because our Body is an Instrument of the Mind.

- Our programming goes into our Subconscious Mind

- Our Habits are passed along generation after Generation.

- **It is repetition that fixes itself to the Subconscious Mind**

- You have to internalize the Thinking for behaviour to Change.

- Paradigm is the problem in everything we do....
- You know something and you don't do it.
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- **“Environment is more Important than Heredity”** (Karl Menninger)
- That means that the People that we are surrounded by, have more to do with who we are, then what is built into the genes at Birth.
- Babies don't choose where they are going to be born, they are just here, and they are being programmed.
- That goes on for the first 2 or 3 years until the Baby starts to consciously think for themselves. But at that time the programming is pretty well set.
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- So as Energy Flows through us, the thinking is already there.

### **The Paradigm Cause us to think the way we do.**

- That information get's Loaded up into the Conscious Mind....but rarely do we do what we know what to do.
- Our Conscious Mind makes decisions on all kinds of factors...the decisions we make are generally not carried out.
- Once you see your Paradigms and notice your Behavioural Patterns, you will know you are not going to do it.
- If I am going to do it, I have to change My Programming.....My Paradigm
- ...so if you don't like your environment change your Paradigm.

**Thinking by itself will not Change Results....You have to Internalize the Thinking...and as you Internalize the Thinking, and that is done through Repetition, it's done through a Process.....The Paradigm is Changed...The Behaviour Changes...and the Results Change.**

I learned that most of the things we are taught, are not True....That if you don't have a Formal Education you cannot Win. Many People have learnt how to win without a Formal Education and have become Millionaires.

You need to have Business experience...NOT TRUE....

Most People that are high Achievers in an organization, the organization doesn't know what they are doing.... **they call it...Unconscious Competent**

These High Chargers Operate with a different Paradigm.

### **Gathering Information is not enough**

We have to ask ourselves...Why do People behave the way they do...And why don't they Behave the way they want.

### **How can we close the Knowing Doing Gap**

The knowledge doesn't control what you are doing. Your Paradigm is controlling what you are doing

Even if a Person is called into the Office and told his performance isn't good enough. They will say ...If you give me one more chance I will change....but they don't change.

- Your Paradigm causes you to Perform the way you do.
- Paradigm is the Problem in everything you do.
- **The Knowing Doing Gap is Miles Apart.**

**We have to help People understand what they are doing...Why they are doing it, and how to change what they are doing.**

- When we do that everything starts to change
  - Our Paradigm is set like a thermostat...and when we change the Thermostat we change the results.
  - We take some of the Ideas that are controlling the Paradigm out of the Paradigm, and replace them with other ideas...better ideas.
- **How do you change the Image of yourself...**that is part of the Paradigm that is controlling the Behaviour?

**Thinking Into Results will change your Whole World because it changes your Paradigm.**