
*“All the world's a stage
And all the men and women merely players.”*
As You Like It
William Shakespeare

CHAPTER TWELVE

PARADIGM MATRICES, GAMES, PERFORMANCES AND PROCESSES

A paradigm matrix is the mechanism that sets the stage for your game and performance in the physical universe. It establishes the nature of your game and performance and how well you do it.

Paradigm matrices can be broken down into sub-paradigms which, when combined, make up the component parts of a game and performance. You might have many paradigms within paradigms, and this composite also makes up a game and performance.

For example: The amalgamated paradigm matrices of the United States versus the amalgamated paradigm matrices of the Soviet Union created a game and performance. Not only that, but there were paradigm-created games and performances within paradigm-created games and performances. Within the US vs. USSR game and performance there were the *arms race* game and performance, the *espionage*, the *trade*, the *embargo*, the *cold war*, the *war of words*, the *athletic competition*, and the *race for space* games and performances. I could go on and on.

Another example: football. There is the *football league* paradigm game and performance, then there are the games and performances of the *individual owners*, the *teams*, and the *individual players*. There are support paradigm games and performances by the *stadium owners*, *utility companies*, *ticket outlets*, *concessionaires*, *cheerleaders*, the *sportscasters* and, of course, the *spectators*.

A paradigm links the component parts into a working whole. It is the mechanism that establishes what the game and performance is and allows it to be carried out.

LIFE IS A COMPOSITE OF PARADIGM GAMES AND PERFORMANCES

COMPOSITE: *adj.* Made up of distinct components; compound. *n.* 1. A composite structure or entity. 2. A complex material, such as wood or fiber glass, in which two or more distinct, structurally complementary substances, especially metals, ceramics, glasses, and polymers, combine to produce some structural or functional properties not present in any individual component.

GAME: *n.* 1. A way of amusing oneself; a pastime; diversion. 2. A set of rules completely specifying a competition, including the permissible actions of and information available to each participant, the probabilities with which chance events may occur, the criteria for termination of the competition, and the distribution of payoffs. 3. A sport or other competitive activity governed by specific rules. 4. A single instance of such an activity. 5. The total number of points required to win a game. 6. The equipment needed for playing certain games. 7. A particular style or manner of playing a game. 8. A calculated action or approach; scheme; plan.

PERFORMANCE: *n.* 1. The act of performing, or the state of being performed. 2. The act or style of performing a work or role before an audience. 3. The way in which someone or something functions. 4. A presentation, especially a theatrical one, before an audience. 5. Something performed; an accomplishment; a deed.

(American Heritage Dictionary)

A job, a career, a marriage, an athletic event, a business, a government, a culture, a nation, and the whole world, all are games and performances.

Lucky is the person who knows what he really wants out of life, for he has unleashed his personal power, and the flow of his life-force is directed fully toward his personal growth. He is a winning player in the game and performance of life.

It is necessary that one know the script and how to carry out the game and performance of life if one is to be a happy, harmonious, winning player in it.

We all know of games and performances such as plays, athletic events, movies, etc., but the games and performances of life are less evident. The stages, playing fields, rules, scripts, goals, players, and methods of scoring often are obscured or not known at all.

When we know the component parts of a game and performance, we can identify our own games and performances quickly and easily and upgrade them if necessary.

Your belief system, your selective perception, determines which games and performances you will or won't play. Your dream or goal to fulfill a perceived need or want sets the game and performance in motion. Your vision establishes how the game and performance will look, and your plans set out the role or roles you will play. You and any others performing your respective roles is the implementation. Accomplishment of the products of the roles, which fulfill the earlier-perceived need or want, is the outcome.

Work, the most obvious non-specific game and performance that we play, is the act of holding a position the purpose of which is the completion of a series of actions that accomplish a final product or products perceived to be needed or wanted.

Whenever you set a goal, create a vision, and take on a role, you become a participant in a game and performance. Many people have roles foisted upon them, which causes them to feel their life has gone out of control. Without power of choice over your roles, you cannot win.

If you're losing, it's because you either didn't set the goal or objective, or you set a goal or objective that you didn't achieve.

An opponent is anyone who prevents your achieving your goals or objectives. An opponent can also be someone whose intentions conflict with your own: students who want

you to go drinking when you intend to study, or a wife who wants you to be with her when you intend to be at the office working toward your financial goals.

Things in the physical universe also can oppose you. If not aligned with your intentions, goals or objectives, they act as barriers to your achieving your goals or objectives. These might be such things as getting a flat tire while you're on the way to an important meeting; having a small-framed body when your goal since childhood has been to be an Olympic power weightlifter; or a hurricane that hits your area and blows your dream house away.

Opposition, then, can come from an individual, a thing, or a group of individuals or things; it is any flow of force that counters, diverts, or negates your positive flow of life-force toward your dreams and goals.

“Play out the play.”

Shakespeare

IT'S THE PROCESS THAT'S ALL IMPORTANT

Many activities and events occur simultaneously within the game and performance and, while they may *appear* to be random and uncontrolled, they all are caused by *someone*. To understand fully what is taking place, you must understand that each participant is engaged in a series of processes.

We can deduce, therefore, that all **games and performances are a composite of processes.**

PROCESS: *n.* 1. A system of operations in the production of something. 2. **A series of actions, changes or functions that bring about an end result.** 3. Course or passage of time. 4. Ongoing movement; progression.

(American Heritage Dictionary)

A process is **the flow of life-force and interaction between the transceiver points of the paradigm and the sub-paradigms within the game and performance.**

Example: The process of scoring a ninety-nine yard touchdown. The ball is snapped to the quarterback. He hands off to the running back. The offensive line breaks a hole in the opposing team's defensive line. The running back squirts through the hole, runs for ninety-nine yards and scores a touchdown. **The result:** The longest run in NFL history. The team engaged in an agreed-upon process or series of actions that brought about the result: that touchdown. Each player had an individual process in which he engaged to assist the team in the achievement of its objective: winning the game.

Example: The process of raising money for a new product. Some years ago an inventor, working out of his garage, developed a new personal computer. Once he had a working model, and sure it was a much-needed product, he began researching the areas from which money could be obtained, which led him to the area of venture capital. Told he needed to formulate a

business plan, he did so and presented it to the venture capitalist. After much discussion and negotiation, he received the money. **The result:** Money to market computers. The venture turned into an international multi-million dollar company and, in the process, he became a multi-millionaire.

There are three laws that are vital to understanding processes:

1. **For something to happen, someone has to *make* it happen.**
2. **For someone to win, he has to *make* it happen.**
3. **For someone to lose, he has to *make* it happen.**

THERE ARE TWO TYPES OF PROCESSES: NEGATIVE AND POSITIVE

POSITIVE PROCESS: *n.* 1. Any series of actions or change or functions that bring about **your** positively intended end or result. 2. Ongoing, upward movement in the direction **you** intend.

NEGATIVE PROCESS: *n.* 1. Any series of actions or change or functions that **counter** or **prevent** you from reaching your intended end or result. 2. Ongoing, downward movement that takes you away from the direction you intend.

The examples above are of positive processes. The following is an example of a negative process:

Joe was raised in a lower-class family. His father told him continually how hard it was in the world and no matter how hard he tried Joe wouldn't amount to anything. Joe heard this from the time he was ten until he finished school. When he was sixteen he had a teacher who didn't like him and took every opportunity to tell him he was nothing but a loser and would always be one. Out on his own at nineteen, he still hadn't decided what to do. In fact, he had the vision of himself as a loser and wasn't even looking because he believed it wouldn't make any difference. His mind copied and reinforced the vision by planning what a loser would do and he did what was necessary to *be* a loser. He worked in a garage and took up drinking every night with a group of friends with similar belief systems. **The result:** Someone who didn't know there was an *up* to strive for and who felt and acted like a loser.

The games and performances of life are complicated by the fact that not all the rules are agreed upon. In addition, the goals and the method of scoring often aren't spelled out and agreed upon. Such situations act as negative processes, hindering or blocking the flow of life-force through the paradigm to the intended outcome.

STRESS: *n.* When one creates a paradigm matrix and starts a game and performance, he begins a series of processes. When a person starts a new game and performance, there is the process of learning the skills and what is wanted and needed for his role. In addition, he needs to produce the products required of him. He begins these processes. If he has a bad manager, that manager can process him negatively to believe he cannot do the role. Conversely, if a

manager has a bad staff, they can process him negatively to feel that getting his products is a hopeless task.

When an individual intends a goal or purpose, that individual directs all positive life-force particles available to him to focus on that process, and **all of his positive life-force particles become fixated in an attempt to continue the process to its fulfillment.**

The process cycle is the vital area to scrutinize.

The reason many people like the game and performance but hate the process is that there have been too many losses, too many incomplete processes, and pain on doing the processes necessary to achieve the end or objective of the game and performance. But the major cause is too many of the person's *life-force particles get stuck in and on past processes.*

When a person's life-force particles are stuck in and on past processes, his memory fails, he concentrates poorly, his mood level drops and he begins to feel weak and overwhelmed. If this goes on too long, he becomes quite sick or is predisposed to sickness and accidents. He feels old.

When the *errant process problem* is handled, it is quite remarkable how a person recovers his well-being. Working together with proper medical, nutritional, and exercise consultants, cleaning up negative processes produces some miraculous physical recoveries.

When one is processed negatively, he experiences getting older, smaller, being lower on the mood scale, and having little or no money, time, or interest in life. He feels very stressed.

When one is processed positively, he experiences getting younger, being more causative, rising high on the mood scale, and having an abundance of money, space, time, and interest in life.

THE BASIC CAUSES OF FAILURE

Understanding that you are engaged at all times in a process of some kind allows us to isolate exactly why your life or relationships often end in failure, and why there may be so much conflict in your life.

The reason: **You are running the wrong process for what is needed, stemming from someone running or having run the wrong process on you that you did not handle.**

How do you know you are running the wrong life processes?

There are several signs that denote that you or your company are running the wrong process or processes. The basic indicators are:

Lack of time, interest, or money.

Proneness to illness or accident.

Drug and/or alcohol abuse.

Inconsistent behavior: highs and lows.

Being always in the wrong place at the wrong time.

Low mood levels: anger, fear, sadness, or lethargy.

You might observe that many people and companies fit this pattern. You would be right if you deduced from this that many people, managers, and leaders are guilty of running the wrong process or processes.

MIRACLES HAPPEN WHEN LIFE-FORCE UNFIXES

Nothing traps life-force particles more completely than a failed or stopped dream, goal, creation, or intention.

When a person, group or nation decides on the dream of a future goal, creation or intention, they focus at the time of the decision, all available positive life-force particles into making that dream, goal, creation or intention become reality.

Should that dream, goal, intention, or creation fail or be stopped, you will find the person, group, or nation stuck at that point in time, the flow of life-force particles blocked by the incident in which the failure or stop occurred.

Because the flow of life-force is fixed on and focused through this incident and the belief system that results, the individual, group, or nation, dramatizes continuously the exact mood level that occurred in the incident.

Example: While I was in London several years ago, I stayed at the Dorchester Hotel on Park Lane. My workshops finished for the day, I'd spend a quiet hour or so in the hotel's small bar. Sam, the bartender, was a sour and bitter man.

One evening Sam, in a nasty, sniveling whine and a mood level of not-very-well-masked rage, was bitching and moaning about how no one ever gave him any respect, and how he could run the hotel better than the management. It certainly wasn't what I wanted to listen to while I unwound from the stress of teaching British executives how to be better executives.

"Sam, what are you really interested in?", I asked when he paused in his whining. Startled, he looked at me, then his eyes glazed over, and he thought for a while. Finally he replied, "Mr. Walter, I ain't interested in anything." I probed gently, asking, "When were you interested in something?" Instantly his eyes filled with tears. I prompted him, "Come on, you can tell me." Sam paused and said, "Well, its been twenty-five years since I've been interested in anything." I asked, "What happened?" Sam answered, "Well, I owned one of the largest hotels in Brighton and one night it was burned to the ground by an arsonist; my wife was killed. The hotel wasn't insured, so I had to send my two children, a boy and a girl, to my brother-in-law in Germany. I haven't seen or talked to them in twenty-five years."

I consulted with Sam on what process the arsonist had run on him. He saw that this process had taken away his dream and ruined him totally. He went on to tell me of the goals

and plans he and his wife had had, and how they'd planned to expand into London and onto the Continent.

Sam and I communicated for about an hour and the more he communicated about the incident from twenty-five years earlier, the more alive he became in the present.

I had to leave for an evening workshop at that point. Next evening, Sam greeted me with a smile and joked and laughed as he served his customers. I continued my journey the following day.

I had a series of lectures to do in Copenhagen, Zurich, Rome and Paris, and almost three months passed before I returned to London. Back at the Dorchester, I noticed there was a different bartender and I asked him where Sam was. Startled, he asked, "'Aven't you 'eard? He went to Germany to visit his kids. While he was on the ferry going across the channel, 'e met this company director who owns a large 'otel in London. Sam's the new manager." In awe, he ended, "Who'd ever believe it? Sam, the sorriest bloke I ever met, the bleedin' manager of a big, posh 'otel."

In the hour we'd talked, I'd released Sam's life-force particles from the tragedy. He shifted his negative belief system and recovered his skills; his mood level improved and he regained his former position. He came back to life and his Green Zone paradigm matrices started working again.

NEGATIVE PROCESSES

A simple fact of life is that when a person is in his natural state and being himself, his mood level is always positive. If your mood level is negative, someone or something is, or has been, processing you negatively.

If you are sick, unhappy, or chronically tired;

if nothing seems to be going right for you;

if you are unable to study;

if you aren't producing;

if your dreams are not becoming reality;

if you are success-reluctant or call-reluctant,

if you're lonely, or have money problems,

you can be sure someone has processed you downscale.

The secret to having a prosperous and happy life is to run the right process at the right time. You will become a superb parent, friend, center of influence, manager, executive, or leader if you do this.