

Perception, passion and obsession: The three elements of theory of success

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Abstract

Perception is how an individual understands the world around him or her. What an individual thinks of something, or how a person sees his surroundings or an object. It is a well established fact that personal variables, like needs, emotions, values, personality, etc. influence our perceptions. Perception leads to passion over the goal. Passion is a very strong feeling about a person or thing. Passion is when we put more energy into something than is required to do it. It is more than just enthusiasm or excitement, passion is ambition that is materialized into action to put as much heart, mind, body and soul into something as is possible. Hence, once the people perceive the elements of achieving something they get to the passion to achieve it in real sense. So perception with perseverance leads to passion. Perception leads to passion, the continuation of passion leads to the development of obsession which compels an individual to achieve something greater. So this paper describes the theory of success which is proposed based on the important elements of success every great achiever has followed or gone through, they are Perception, passion and obsession.

Keywords: Perception, Passion and Obsession, Theory of Success

Introduction

Success is the accomplishment of an aim or purpose. Success is the achievement of an action within a specified period of time or within a specified parameter. Success can also mean completing an objective or reaching a goal. It can be achieved within the workplace, or in an individual's personal life. There are three important stages to get success in life, which are, it is the person's perception, passion and obsession over the goal. Successful people make it because they perceive, find their passion and become obsessed with it. So, let us discuss one by one in the following pages.

1. Perception

Success depends on how we perceive our goal. Perception is the ability to see, hear or become aware of something through the senses. Perception the way in which something is regarded, understood or interpreted. Perception is the organization, identification, and interpretation of sensory information in order to represent and understand the environment. Let us know more about perception.

What makes one person more successful than the other is their recognition of the fact that they are capable of achieving what they want. However, not everyone knows the power of perception and how they can harness this for their means.

Most dictionaries would define perception as how an individual understands the world around him or her. What an individual thinks of something, or how a person sees his surroundings or an object. As humans, we are capable of seeing beyond the physically obvious. We are capable of conjuring something out of nothing or transforming ideas into something tangible. This brings up the fact that a person is only limited by what he or she thinks. Often times, we are troubled by what we think of as our limitations. An example of this is how we tend to give up on an idea after thinking of some scenarios that would make it seem as something difficult to reach. The problem lies not in what you cannot do, but upon what 'you think' you can't do.

Does this sound familiar? How many times have you put off something just because you think it is too much work? Or maybe that it won't work? The thing is, you won't know if something is doable without trying first, and even then, it can take a lot of tries before transforming your idea into reality.

Perception determines who we are. Perception is a choice that offers options of how we want to view the world. We can choose to see nothing but a dangerous and frightening world or nothing but a friendly and happy world – or something in between. Whatever way we decide to perceive the world, we will automatically seek out and always find evidence to support our choice. If I decide that life is a struggle, life will do its best to prove me right. If I decide to view life as an exciting adventure, that's what my life is. Two persons in a similar situation, one can consider a big problem and other might see as an exciting opportunity and both will be right!

Perception is the instrument of understanding

Perception enables us to find reasons to justify our perception. Our experience of failure, past or present, has a huge influence on how we actually understand the world and the template that influences our thinking and our decision-making. We can use this template to be Self-motivating or Self-defeating, challenging or inspiring. It is very easy to use past failures as the main influences on present choices. Recurring themes of failure are evident when the template of choice remains rooted in a thought system where failure, disappointment and frustration are the main influences. Letting go of the past is a primary step in determining a far more successful and fulfilling future.

Process of Perception

The process of perception begins with an object in the real world, termed the distal stimulus or distal object. By means of light, sound or another physical process, the object stimulates the body's sensory organs. These sensory organs transform the input energy into neural activity a process called transduction.

This raw pattern of neural activity is called the proximal stimulus. These neural signals are transmitted to the brain and processed. The resulting mental re-creation of the distal stimulus is the percept. Perception is sometimes described as the process of constructing mental representations of distal stimuli using the information available in proximal stimuli.

Psychologist Jerome Bruner has developed a model of perception. According to him people go through the following process to form opinions:

1. When we encounter an unfamiliar target we are open to different informational cues and want to learn more about the target.
2. In the second step we try to collect more information about the target. Gradually, we encounter some familiar cues which help us categorize the target.
3. At this stage, the cues become less open and selective. We try to search for more cues that confirm the categorization of the target. We also actively ignore and even distort cues that violate our initial perceptions. Our perception becomes more selective and we finally paint a consistent picture of the target.

According to Alan Saks and Gary Johns, there are three components to perception.

Perceiver is the one who becomes aware about something and comes to a final understanding. There are 3 factors that can influence his or her perceptions: experience, motivational state and finally emotional state. In different motivational or emotional states, the perceiver will react to or perceive something in different ways. Also in different situations he or she might employ a "perceptual defence" where they tend to "see what they want to see".

Perception and motivation

It is a well established fact that personal variables, like needs, emotions, values, personality, etc. influence our perceptions. For example suppose two persons are hungry and one thirsty man go to a restaurant. The hungry man readily perceives eatable items in the menu while thirsty man drinks.

Bruner and Goodman demonstrated that economic deprivation affects perception. Children were asked to adjust the size of a circle of light to match the (memory) sizes of several coins—a penny, a nickel, a dime, and a quarter (American coins). Children from poor families tended to reproduce the coins as larger than what they actually were. On the other hand, children from wealthy families tended to reproduce them as smaller their actual size. This result was explained on the ground that the poor children in need of money were more motivated than the richer children. The needs affected their perceptual organisations.

2. Passion

Perception leads to passion over the goal. Passion is a very strong feeling about a person or thing. Passion is an intense emotion, a compelling enthusiasm or desire for something. Passion may be a friendly or eager interest in or admiration for a proposal, cause, discovery, or activity, a feeling of unusual excitement, enthusiasm or compelling emotion, a positive affinity or love, towards a subject. It generally implies a deeper or more encompassing emotion than that implied by the term lust.

Passion is..... A strong feeling of enthusiasm or excitement for something or about doing something. "Passion is when we

put more energy into something than is required to do it. It is more than just enthusiasm or excitement, passion is ambition that is materialized into action to put as much heart, mind, body and soul into something as is possible."

Passion is so important because

When we are enthusiastic and proud of the work we do, the better equipped we'll be to overcome the many obstacles that will surely arise in the process of starting a business or moving up in a career. Also, the more enthusiasm we have, the more inclined we are to work harder at improving ourselves. This will allow us to continuously get better at the work we do. The better we get at our work, the better we can get paid for doing it. Ensuring we are passionate about our work will not only provide us with a meaningful career, but it will also give us a good chance of being recognised our service.

Passion as a motivation in an occupation / Profession / Service / Achievement or Success

There are different reasons individuals are motivated for an occupation / Profession / Service / Achievement or Success. One of these includes passion for the occupation / Profession / Service / Achievement or Success. These same individuals have higher levels of psychological well-being. When people genuinely enjoy their profession and are motivated by their passion, they tend to be more satisfied with their work and more psychologically healthy. When an individual is unsatisfied with their profession they are also dissatisfied with their family relationships and experience psychological distress. Other reasons people are more satisfied when they are motivated by their passion for their occupation / Profession / Service / Achievement or Success includes the effects of intrinsic and external motivations. When an individual is doing the job to satisfy others, they tend to have lower levels of satisfaction and psychological health. Also, these same individuals have shown they are motivated by several beliefs and fears concerning other people. But, the people having passion to work are intrinsically motivated and always think of processes of success of achievement and they do it without any external force.

So, once people perceive the elements of achieving something they get to the passion to achieve it in real sense. So perception with perseverance leads to passion.

3. Obsession

The term obsession is used quite liberally in current popular vernacular to indicate an intense interest in or preoccupation with a subject. Despite the prevalence of this connotation, psychologists generally use the term to indicate a more severe disturbance in cognition.

Obsession is.....

- Someone or something that a person thinks about constantly or frequently
- An activity that someone is very interested in or spends a lot of time doing
- A compelling motivation.

To create a massive reality we have to follow up every action with obsession to see it through to completion; otherwise it is not a success. We need to show up every day and take massive action and follow it up with more action. We cannot take breaks or sit on your laurels. We need to stay seriously

motivated to take actions every day no matter what -- sick, healthy, happy, sad. Although most people already take action constantly, everyone knows deep down that it isn't the kind of action that's going to get them anywhere in life. Most are doing nothing or have always given up before they see something through to success. You must keep taking action

and showing up and then show up more. Others retreat in an attempt to avoid failure and negative experiences. Huge sections of the population are merely operating at normal levels to get by and fit in- we are taught not to stick out and get attention.

Table 1: showing the Elements of Success

Perception	Passion	Obsession
Receiving and analyzing	Strong belief to achieve	compulsion
Context based	Strong feeling to reach aims and objectives	Continuity with perfection
Overcoming all barriers and hurdles to grasp properly	Doing continuously	Never detach feeling
Experience based	Lot of interest in the act	Things get done at any cost
	Emotional attachment	
	Never give up attitude	

The above table.1 gives the description regarding the elements of Success like perception, Passion and Obsession.



Fig 1: PPO Model of Success

Based on the above figure 1. PPO Model of Success Perception leads to passion, the continuation of passion leads to the development of obsession which compels an individual to achieve something greater.

So this theory of success proposed is based on the important elements of success every great achiever has followed or gone through, they are Perception, passion and obsession.

Conclusion

Successfulness is not just that people take bold or even strange risks. It's not that they go against the grain or that they work harder or do things better than everyone else. It is the person's perception, passion and obsession over the goal. Successful people make it because they perceive, find their passion and become obsessed with it. So, one must become obsessed with success. A person becomes obsessed with getting straight and perfection. Once anybody start doing something for so long naturally it becomes a routine.

Naturally one can realize that it's about discovering what you want to do, where you want to go, and becoming completely preoccupied with that. You put all your energy toward this one outcome, this one idea, and somehow it returns to you. Sure enough, everything anybody has ever achieved in life is because they obsessed with it.

Sure, success depends on a bunch of different variables and some people are admittedly born with certain advantages. But that's why success, done from one's own will, is always more enjoyable when you've really, truly earned it.

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