

Name _____

Intrapersonal Communication

“Whether you think you can or think you can’t --you are right.” Henry Ford

In order to successfully communicate with others you must first learn to communicate with yourself. Intrapersonal communication is the most basic level of communication. You must understand who you are and what you think of yourself.

Self-talk is the inner speech that includes the questions and comments you make to yourself. It is a powerful influence. You use it when you:

- Think things through
- interpret events
- interpret messages of others
- respond to your own experiences
- respond to your interaction with others

Research has shown that positive self-talk increases focus, concentration and performance.

Perception Process

The process you use to assign meaning to data about yourself or the world around you is called **perception**. People seldom share precisely the same perceptions because we are unique.

Three Steps Involved in Perception

1. Sensory perception - the physical process of taking in data through the senses.
2. Selective perception - mental process of choosing which data or stimuli to focus on from all that are available to you at any given time.

The following can influence your selections:

- Intensity the more intense or dramatic the stimulus, the more likely we are to notice it.
- Repetition like dripping faucets, ticking clocks, advertising messages etc.
- Uniqueness things that are new, unusual, unexpected & unique are often noticed.
- Relevance noticing things that mirror our own interests, needs & motivations.

To manage selective perception you should:

1. Stay alert
2. Make conscious choices about what is important data.
3. Screen out distractions & noise that may interfere with concentration.
4. Monitor the way you select data and improve your weaknesses.

3. Personal perception - your own understanding of reality. It becomes the basis for your judgments and decisions you make. It also determines appropriateness of your communication choices.

Factors that influence personal perception:

- Values reflect your priorities and what you think is important
- Beliefs what one believes to be true that often helps you decide what to accept or reject
- Culture family, community, or organizations to which you belong
- Bias consistent attitude, viewpoint or pattern of perception
- Prejudice preconceived judgment (to pre-judge on opinion rather than facts)
- Attitudes power influences that can be positive or negative
- Expectations basing a judgment on what is expected rather than what actually happened
- Knowledge what you know influences how you organize & interpret information.
- Communication Skills if lacking in part of the communication process may have difficulty in understanding and being understood.

Analyzing perceptions

Two people in the same room can have completely different perceptions of the same event. Varying perceptions can cause conflict and misunderstandings. To overcome this you must continually check your own perceptions and make sure they are accurate.

Perception check - are questions that help you determine the accuracy and validity of your perceptions.

Key - Never assume that what you perceive as the truth is the actual, absolute truth.

Intrapersonal perception check:

- question your sensory perception
- question your selective perception
- question your personal perception

Interpersonal perception check:

- clarify your perception of others messages.
- analyze others' points of view
- Take responsibility for your own communication.

Self-Concept is self-perception or the view you have of yourself. It is the person you think you are, formed in your beliefs and attitudes. It is influenced by how others see you, how you were in your past, are today, and would like to be in the future.

It is made of many dimensions:

Real self - your "core" self; who you really are.

Perceived self - who you see yourself to be.

Ideal self - who you want to be now or in the future.

Public self - the self you freely disclose to others or in public situations.

Private self - the self you do not share with others; who you are in private.

Professional self - who you are in your job or profession.

Social self - who you are when you interact with other individuals, groups, in society, or in social situations.

Intellectual self - who you are as a student and a learner; the part of you that acquires and uses knowledge.

Emotional self - the part of you that processes feelings.

Physical self - who you are physically; including the concept of your own body, athletic ability, gracefulness and coordination, level of attractiveness, physical health and well-being.

Artistic self - the part of you that is creative or artistic.

Factors that influence your self-concept:

- how you perceive that you are seen and treated by others
- your own expectations & the standards that you set for yourself
- how you compare yourself to others

Self-concept lays the foundation for your communication with others one to one, in groups, or one-to-group.

Building a positive self-concept

- can give you confidence you need to communicate effectively
- must draw from your strengths
- must know where you need to improve
- set goals for change

Self-fulfilling prophecy - a prediction or expectation of an event that shapes your behavior, making the outcome more likely to occur.

It comes from your own self-concept and the expectations you establish for yourself.

It also comes from what you think others expect of you.

Self-disclosure is the deliberate revelation of significant information about yourself that is not readily apparent to others. It can be tricky because it can either be appropriate or inappropriate for a particular time, place or circumstance.

Must know what facts, opinion, or feelings are appropriate to reveal under circumstances.

Consider the purpose of self-disclosure and your communication goals.

The Johari Window is a four part diagram communicators use to identify what they know about themselves and others. It is helpful for analyzing and evaluating the effectiveness of your communication.

