

# THE EXTRA POINT

BY JERRY ROBERTS



## # 496 The Question Nobody Wants to Ask

It's one of the most valuable questions we can ever ask ourselves, in our career and the rest of life, too, but our ego rarely allows us to do it. I'm Jerry Roberts and today, I'll ask that question and see how you feel about it. That's next on The Extra Point.

How many times have you given your thoughts or opinions on a topic, and the person you presented to doesn't seem to pick up on the point or points you made. Then you thought to yourself, "Why doesn't he get it?"

I mean, this is a person of average or perhaps better than average intelligence and they seem to understand what you're talking about — how could they miss this? Maybe you're asking the wrong question. Maybe the question you should be asking is, "Why don't I get it?"

A word of warning, we have now entered into the personal limitations and biases zone, and few of us ever want to be here. This is the place that requires us to acknowledge that we have limitations, and that includes limited understanding of things. It's also where we have to face up with our beliefs and how they may have been formed.

Up to now all we had to do was silently put the blame on the other person for being clueless, and it was easy. The moment we begin to concede that maybe, just maybe it's us who doesn't understand, all that goes out the window because we're never going to label ourselves as being clueless. In our case, it must have been a misunderstanding.

Have you ever had someone suggest you weren't seeing things clearly, that you had a blind spot? "I don't have a blind spot. I'm seeing this with crystal clarity!" you barked. Well, maybe you did have a blind spot, and your bias didn't allow you to recognize it.

When I believe something you might say, "That's

Jerry's opinion." However, when you believe something, to you it's the truth. Think about it. Isn't that the way it is? Now, what if we're both right and both own a piece of the truth? Shouldn't we examine that possibility first, before drawing a line in the sand and letting our ego take over?

Do you recall when the Internet exploded over the photo of a dress, with the question asking what color it was? Hundreds of millions of people around the world split into two groups. One said the dress was blue with black stripes and the other said it was white with gold stripes. Who was right? Both of them. It turned out it had to do with how the brain perceived color in different lighting situations.

We see things differently because we all have unique biases, based upon different factors we've experienced on the road to being us. That's our life and every bit of it went into making me who I am, and you who you are. If we don't agree it's not because we set out to do that, it's because that's the way it ended up. The only valid question is, now that we know we have a problem, what can we do together to deal with it?

Workplace differences, polarized political viewpoints, relationships gone off the tracks. What if you said to the other person, "You and I see this issue from different angles. Why don't we sit down and consider our respective positions to see if we can find some common ground?" It's not as much fun as calling them clueless, but it might be a bit more productive.

That's The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

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