

# Your Sixth Sense Maybe Worth MANY CENTS in the Workplace

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Albert Einstein called it the highest form of knowing. It is timeless and is one of your very best friends, always at your side. It talks to you. Some rely on this ancient skill to enhance their personal and business lives. They are often called the wise ones among us.

Many business people use it daily, and attribute it to their success. In a study of high tech executives, 80 percent acknowledge using it when make decisions. Many believe that it can affect bottom lines and impact major corporate decisions. It is an invaluable tool in forecasting future trends. It is a major component of creativity.

Say hello to your intuition. You two have met. Intuition has been called many things: a rational brain skill, a hunch, a gut feeling, a knowing, inner wisdom, a feeling or thought that is void of logical and rational basis or foundation. Men and women use different language to describe intuition. Women use the words “feelings”, “gut reaction”, and “sense.” Men refer to it as “I know”, “it is my estimation,” “my thoughts,” and “my guess”. Both sexes use it daily to make decisions.

Intuition is a gift and a skill that can develop. Research shows that one key ingredient to being a successful intuitive is being willing to be wrong. People, who rely on intuition to make decisions often, trust their instincts.

## INTUITION IS VALUABLE AT WORK

Intuition has merit in the workplace. Many 20th century inventions were the direct by-product of following one's intuition. The popular and lucrative post-it-notes used as memos or reminders that 3 M markets was born from a hunch. Conrad Hilton, who purchased the Hilton Hotels, based his successful bid on his intuition that he reportedly received in a dream. Detectives and

police often acknowledge that instincts play an important role in solving crimes. Fashion designers are known for tapping into their instincts to predict future marketplace trends.

When making decisions about present and future trends, situations, or people, intuition is a decisive factor. However, one should not rely solely on one's instincts when making important decisions. A good formula is intuition plus rational/logical information. Sometimes conclusions need to be made or action taken without all the information. This is when relying on one's sixth sense is important. Some managers often rely on gut reactions rather resumes or referrals when hiring. One Portland manager related, “I almost always make my decision about hiring within 30 seconds after meeting someone.”

## RECIPE FOR SUCCESS

Intuition can be a great asset and an important ingredient for success in the workplace. It is very helpful in interpreting nonverbal communication. It has been estimated that 97 percent of our communication is nonverbal or the unspoken word. It is the tone used when speaking or the body language (eye contact, gestures, eye movements, walk, clothes, physical spatial proximity), but it is not the actual words. A well-known Oregon politician and business owner said that politics taught him the importance of accurately interpreting behaviors and comments. “I seldom pay attention to what people say to me. I listen and watch for everything else.”

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## SALES AND INTUITION

Sales people often intuitively know a customer's likes and dislikes within a minute after meeting. This knowing comes from observing how a person dresses, eye contact

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with the salesperson, tone of voice, etc.

Intuitives can be a great asset to an organization, because they easily generate ideas, grasp abstract concepts, and visualize “the big picture.” They often use feeling words like “gut “ “sense,” “feel” and “instincts.” They are not attentive to details or interested in them. Remembering to order coffee for a meeting requires more focusing on details than fashioning the ambiance of a room or designing invitations. Intuitives tend to work well and maintain their brilliance for a short period of time. Do not expect them to be at peak performance for eight hours a day.

Their rational/logical counterparts use an entirely different mindset both in their business and personal lives, and may often be accused of working from their intellect/head rather than their heart/emotions. These individuals language their intuition differently than do intuitive types (“know”, “understand”, “in summary”, “my estimation is”, “my guess”, etc). They often need convincing before making decision or drawing conclusions. “Show me proof.” If they go with their gut reaction to something, it is often after something is well thought-out and substantiated.

## INTUITIVES AND LOGICALS

Both intuitive and logical styles have their merit in the workplace, and are a natural complement of each other. One starts where the other finishes.

In conclusion, this ancient skill can be developed and strengthened. It is beholden to no one. Its benefits are to be had by all who are willing to use it. Indulge!

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