

## Automatic conduct

One of the most fascinating and meaningful questions a person can ask himself during his daily routine is: "Is it really worth it?"

This question is crucial and important, for what reason?

Because it can make us wake up from our daily routine and our automatic conduct. Thus, connects us not to what is already normal, but to what is important to us.

Examples? There is a lot:

1. We all know the hopelessness in the Duty Free just before our flight leaves. After all, there is no choice. They tell us to get there early, because there are a lot of procedures to go through, and then we have an hour to "waste". And if we have to waste time, then do it right. We pass by the electricity shop and happen to encounter a flat screen, the kind that plugs into our computer at home, the one we barely use. Suddenly, from a momentary whim, we find ourselves buying that flat screen and with that a hole of a thousand shekel in our pocket, without even asking the question: "Is it really worth it?" If we had asked ourselves that question, we might have awakened for a moment and at the last moment release ourselves from the grip of the automatic octopus, the one that strangles our necks not out of malice, but out of uselessness. So maybe we would be reminded of our concerns, the concern last month, when the bank called and informed us that we were over the limit in our credit, we would think twice about such an emotional purchase that was so irrational, the purchase of a screen on which all our mistakes are reflected.

2. The dinner is over and for the hundredth time, our son will avoid cleaning his dishes from the table as we have agreed upon countless times, and like a murderous ritual that wastes entire relationships in vail, In a moment the usual quarrel will break out and he will rebel and the quarrel will create detachment and pain. Maybe, just maybe, if we asked ourselves: "Is it really worth it," we would think twice about the quarrel and the pain it causes and really think about the things that matter. So instead of starting a campaign of accusations, we would adopt another method of action, one that calls for quality instead of pain.

3. A minute before a business owner asks the computer technician to install counterfeit software, it is worth asking the question: "Is it really worth it?" Then perhaps he would avoid the implications of theft.

Thus, even when it comes to unnecessary expenses, useless quarrels that repeat themselves in meaningless automatic rituals, or decisions that do not stem from thinking. In all those cases the same question can make a difference and make us observe our automatic ways of doing things.

How to practice the important insight:

1. Analyze and record at least ten cases in which you automatically identify automated decisions that you made without thinking or purchases that you made, and in retrospect you regret them.
2. In front of each section of the list, write down what would you answer yourself to the question "Is it really worth it?" Before performing the act.
3. Review the list and draw conclusions about how you are going to use the question in similar cases in the future.