

Functional alertness or functional automaton

Although we all understand and know the concept of alertness by the fact that we wake up every morning for a new day, yet for most of us, understanding the concept and its decisive influence on the quality of our lives is hazy.

Why is that?

Because in contrast to the simple physical definition of the state of alertness, which is examined through the distinction between sleep and waking. In other areas it is more difficult to diagnose in a simple and significant manner when we are in a state of functional alertness or a functioning automaton (parallel to sleeping mode).

Let's be clear. Functional human alertness, as well as automaton or human functional sleep, both occur during a state of physical awakening. That is to say, both occur when we are awake and not asleep. Human functional alertness is expressed through values such as attention, diagnosis, curiosity and innovation. While human functional sleep or automaton refers to concepts such as darkness, automaton, fatigue and laziness.

I'll give you an example. Statistically, each person will meet three to five extraordinary opportunities during his lifetime that can positively affect his life. Factually, an absolute percentage of people will not take advantage of any of these opportunities. The reasons for this are divided into three:

- A. Identifying the opportunity but lack of tools or resources to exploit it.
- B. Identifying opportunity but not being exploited due to fear of failure.
- C. Failure to identify the opportunity (a state of sleep or a functional human functioning).

Studies show that out of 100% of opportunities, 85% of the time the average person will not even be aware of the opportunity due to automatic functioning and only 15% of the remaining cases he will miss the opportunity due to the first two reasons. Thus, the main challenge for the individual is to develop functional alertness at all time or as long as possible.

Another example is a situation in which a person wants to create a relationship. In a certain meeting, he meets an old acquaintance with extensive social connections, and only a few hours after their separation, the man said to himself, "Oh, I wish I had asked him if he had someone to introduce me to." Thus, due to functional automaton, he avoided to create an opportunity.

so what are we going to do?

1. Choose three repetitive daily activities (for example, walking from your work place to your home) where you are used to acting in an automatic way, then try to commit yourself to being alert by listening to everything, observing each person and creating maximum interaction with the environment.

2. Identify in your work place maximum new possibilities for creating such development, like: If you are marketing managers at a company, create three meetings with senior CEOs in other fields, where the direct reason is business development and the bypass is developing personal relationships.

3. If you are in a marital relationship, examine a routine in your life and choose 3 actions that are different from the automaton routine that you choose, and then perform them.