

In this specific case, if you listen to Channel N, you're almost certain to make some bad, perhaps fatal, mistake in your relations with your superior. But if you are tuned to Channel P, you are definitely certain to benefit from your superior's suggestions and at the same time draw yourself closer to him. He will appreciate that visit. Try it and see.

Bear in mind that the longer you stay tuned to either Channel P or Channel N, the more interested you become and the harder it is to switch channels. This is true because one thought, positive or negative, sets off a whole chain reaction of similar thought.

You may, for example, start off with such a simple minor negative thought as a person's accent and find yourself soon thinking negatively about such unrelated topics as his political and religious beliefs, the car he drives, his personal habits, his relationship with his wife, even the way he combs his hair. And thinking this way surely won't get you where you want to go.

You own it, so manage your thought broadcasting station. When your thoughts turn to people, make Channel P your listening habit.

If Channel N cuts in, say stop. Then switch channels. To make the switch, all you must do is think of one positive quality about the individual. In true chain reaction style, this one thought will lead to another and another. And you will be glad.

When you are alone, you and only you can decide whether you will listen to Channel P or Channel N. But when you are talking with someone else, that person has a measure of control over how you think.

We must remember that most people do not understand