

*Ordinary Life*

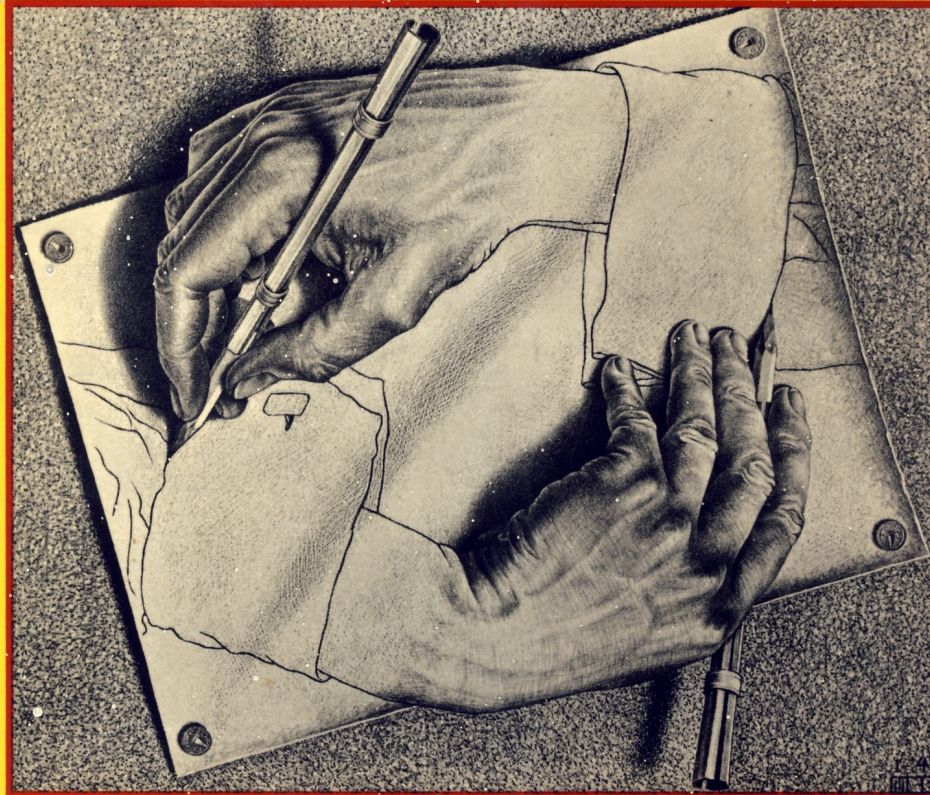


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You cannot NOT  
communicate.

# HOW REAL IS REAL?

Communication, Disinformation, Confusion



A VERY LIVELY DEMONSTRATION  
OF THE WAYS IN WHICH COMMU-  
NICATION • • • SPOKEN, WRITTEN,  
SIGN AND BODY LANGUAGE • • •  
CREATES WHAT WE CALL REALITY

Paul Watzlawick

*Ordinary Life*

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A STUDY OF  
INTERACTIONAL  
PATTERNS,  
PATHOLOGIES,  
AND PARADOXES

PRAGMATICS  
OF HUMAN  
COMMUNICATION

PAUL WATZLAWICK  
JANET BEAVIN BAVELAS  
DON D. JACKSON

PRINCIPLES OF  
PROBLEM  
FORMATION  
AND PROBLEM  
RESOLUTION

CHANGE

PAUL WATZLAWICK  
JOHN H. WEAKLAND  
RICHARD FISCH

Foreword by Milton H. Erickson  
Foreword to the paperback edition  
by Bill O'Hanlon

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What is “is.” And, what  
ain’t “ain’t.”

I’m not okay but I will  
be when I can make you  
be different.

Change or transformation comes when we cease asking “why?” questions and move to asking “how?” questions.

“In the sky there is no distinction of east and west; people create distinctions out of their own minds and believe them to be true.”

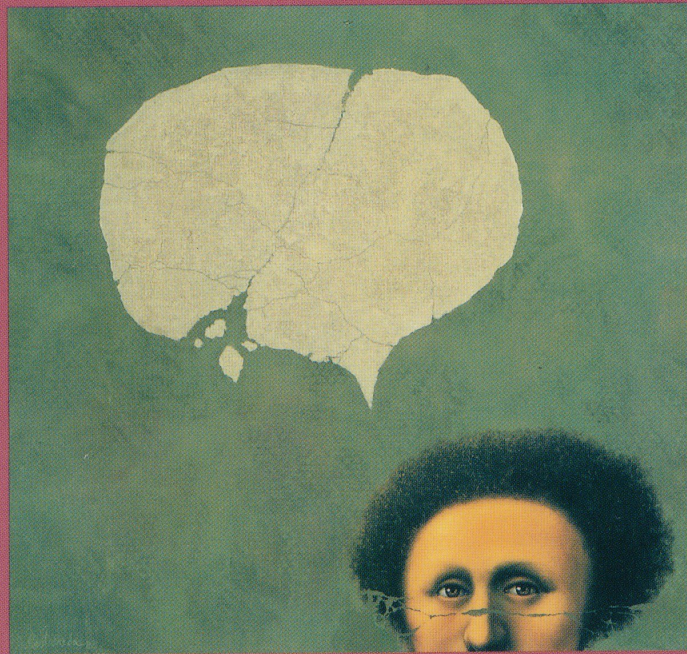
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The central truth of and for spiritual practice is “paying attention” and developing the resources to be present to “what is.” Central to this spiritual practice is growing in the capacity to be non-judgmental.

**THE SITUATION IS HOPELESS,  
BUT NOT SERIOUS**

**THE PURSUIT OF  
UNHAPPINESS**



**PAUL WATZLAWICK**

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The range of what we think and do is limited by what we fail to notice.

And, because we fail to notice that we fail to notice, there is little we can do to change, until we notice how failing to notice shapes our thoughts and deeds.

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For what reason would you  
only wash  
the outside of a cup?  
Do you not realize  
that the creator of the  
outside  
is the one who made the  
inside as well?

The range of what we think and do is limited by what we fail to notice.

And, because we fail to notice that we fail to notice, there is little we can do to change, until we notice how failing to notice shapes our thoughts and deeds.

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Opposites attract.

Birds of a feather  
flock together.

The early bird gets  
the worm.

Haste makes waste.

All good things comes  
to him who waits.

A stitch in time saves  
nine.



Attack is the best  
form of defense.

He who lives by the  
sword dies by the  
sword.

Clothes make the  
man.

You cannot judge a  
book by its cover.

Familiarity breeds  
contempt.

Home is where the  
heart is.

Absence makes the  
heart grow fonder.

Out of sight, out of  
mind.

Which is it?

It depends.

# Fake Gnus



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# Barriers to noticing -

globalizing our thoughts

having a low tolerance for ambiguity

a personal value system that blocks us from considering alternatives

a narrow, limited range of experience

We ask questions of  
people we admire.

We give advice to people  
we are worried about.



What is true and how  
true is it?

What is real and how  
real is it?