

## PSYCHOLOGY

This book will show you how to unlock your sixth sense. You will discover how to draw on the unlimited power of your mind.

*"I found this fascinating."*

—Dan Rather

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—Dr. Edgar Mitchell, scientist and former astronaut

"A comprehensive, probing look at a subject that has puzzled us all for centuries."

—Glen Evans, *Greenwich Times*

**Dr. Laurie Nadel** has a dual career in psychology and journalism. She has been a guest on "Oprah" and dozens of TV and radio programs. Her work has been featured in *The New York Times*, *Associated Press*, and *Woman's Day*. She writes for national magazines and *The New York Times* Long Island section.

Dr. Nadel directed a program for teenagers who lost a parent in the terrorist attack on the World Trade Center. She does pro bono counseling for the Committee to Protect Journalists.

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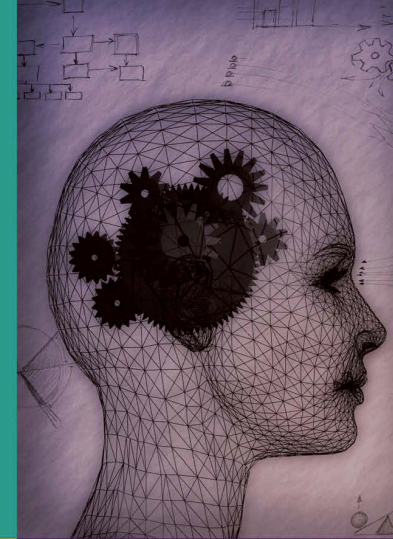
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Laurie Nadel, Ph.D.  
with Judy Haims and Robert Stempson

Dr. Laurie Nadel's SIXTH SENSE



# DR. LAURIE NADEL'S SIXTH SENSE

Unlocking Your Ultimate Mind Power

Originally published as SIXTH SENSE

Laurie Nadel, Ph.D.  
with Judy Haims and Robert Stempson

*Praise for Dr. Laurie Nadel's Sixth Sense: Unlocking  
Your Ultimate Mind Power*

"*Dr. Laurie Nadel's Sixth Sense*" has uncovered a unique and exciting aspect of my own philosophy: optimistic, spiritual existentialism based on intuitive common sense and emotional intelligence. I am so pleased that she is reissuing this important work."

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"After a lifetime of reading a wide variety of resources related to intuition and whole-brain thinking, I found all of the highlights synthesized in '*Dr. Laurie Nadel's Sixth Sense*.'"

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“Timeless information in this brilliant cutting edge book. First, the reader is told about the research endeavors surrounding intuition. Then he is shown how to cultivate this skill.”

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“For all those who have wondered how to make the most of this innate ability; and for those skeptics who don’t ‘believe in’ intuition, gut feelings and the like, here’s a book for both sides. An objective analysis of the existence of the sixth sense, the parts of the brain that are wired for it, and a manual for increasing your capacity and accuracy.”

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“Brilliant. Using neuro-linguistic programming (NLP), Dr. Nadel has provided us a road map to harnessing the power of intuition.”

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*More Praise for Dr. Laurie Nadel's Sixth Sense:*

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“Dr. Nadel makes the most powerful case for the reality of intuition. She writes clearly, authoritatively and persuasively, and this book shows that intuition is an essential, powerful, and practical tool for decision making and not a special gift of perception or magic.”

Lisa Hagan, President, Paraview, Inc.

“Intuition: We know it's there but this book explains exactly how it works. Great interviews, great exercises; a very practical book.”

Stacey Anne Wolf  
*Psychic Living*

# Dr. Laurie Nadel's SIXTH SENSE

Unlocking Your Ultimate Mind Power

Originally published as SIXTH SENSE

*Laurie Nadel, Ph.D.*  
with Judy Haims and Robert Stempson

ASJA Press  
New York Lincoln Shanghai

**Dr. Laurie Nadel's SIXTH SENSE**  
**Unlocking Your Ultimate Mind Power**

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*For our children:  
Charly, Jennifer, Stephanie, Craig, and Matthew*

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# CONTENTS

## FOREWORD

### PART I

#### DEFINING AND IDENTIFYING YOUR INTUITION

CHAPTER 1:	<i>Knowing How You Know</i>	3
CHAPTER 2:	<i>Intuitive Knowing with Precedent</i>	17
CHAPTER 3:	<i>Intuitive Knowing without Precedent</i>	24
CHAPTER 4:	<i>Your Intuitive Process</i>	42
CHAPTER 5:	<i>Modeling Intuitive Behavior</i>	55

### PART II

#### TRUSTING AND VALUING YOUR INTUITION

CHAPTER 6:	<i>Whole-Brain Creativity—The Herrmann Brain Dominance Instrument</i>	78
CHAPTER 7:	<i>The Brain You Took to School</i>	98
CHAPTER 8:	<i>Intuition Anxiety and Intuitive Counseling Approaches</i>	112

### PART III

#### YOUR WHOLE-BRAIN SKILLS EMPORIUM

CHAPTER 9:	<i>The Physiology of Intuition: Your Body's Intuitive Responses</i>	133
CHAPTER 10:	<i>Knowing Your Reptilian Brain</i>	147
CHAPTER 11:	<i>Knowing Your Limbic System</i>	154
CHAPTER 12:	<i>Knowing Your Neocortex</i>	161
CHAPTER 13:	<i>Intuition Notebook, Mind Map, and Treasure Map Exercises</i>	170
CHAPTER 14:	<i>A Return Visit</i>	179

CHAPTER 15:	<i>The Ten-Step Program for Enhancing Your Intuitive Abilities</i>	181
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PART IV

THE SCIENCE OF INTUITION

CHAPTER 16:	<i>The Cutting Edge—Remote Viewing Experiments</i>	190
CHAPTER 17:	<i>The New Science</i>	206

CONCLUSION 216

BIBLIOGRAPHY 219

APPENDIX 227

ABOUT THE AUTHORS 249

INDEX 251

# FOREWORD

*“The power of intuitive understanding will protect you  
from harm until the end of your days.”*

Lao Tse, 600 BC

If you are looking for the key to unlock your sixth sense,  
I have good news and bad news.

Bad news first: *There is no key.*  
The good news: *It has been left unlocked.*

If you are wondering how your sixth sense works,  
all you need to do is...

*TURN THE PAGE...*

PART I

DEFINING  
AND  
IDENTIFYING  
YOUR INTUITION

*“My father always used to tell me  
that I had no brains. You can’t imagine how  
relieved I am to find out that, in fact, I have three.”*

—ANONYMOUS

## CHAPTER 1

# *Knowing How You Know*

### DEFINE INTUITION FOR YOURSELF

The first step that you need to take to develop your intuition is to define it for yourself so that you can recognize intuitive states when they occur. This may seem elementary, but you will find that it is worth taking the time to make sure that you have a solid understanding of what intuition means to you. Remember that although there are characteristics that are common to intuitive perception, there is no objective standard for intuition. Your own intuition will look, sound, and feel different to you than it will to anybody else.

Defining intuition is so important that Robert Stempson begins his intuition development seminars at Programs for Human Development (PHD) in Greenwich, Connecticut, by asking participants to come up with their own definitions. These have included a way of knowing, a hunch, an inner radar, and a deeper self-definition. Julian Rowe, a participant in one of those seminars, defines intuition as “listening to yourself with love instead of with mind.” He adds, “Intuition is when I *know* what I should do.” For Andrew Moddafferi, another seminar participant, intuition is “in essence, the quiet voice of my deepest desires, the part of me that reveals my true purpose and unique function in the universe.” Stempson defines intuition as “a very subtle voice, feeling, or sense that pokes at you, tugs you, and nags at you. It is important for you to identify how your intuitive ‘voice’ speaks to you and where it resides in your body. By

noticing it and practicing being connected to it, you can develop a strong intuition."

Defined by *Webster's Dictionary* as "the immediate knowing of something without the conscious use of reasoning," intuition is an integral part of your thinking process. It is also one of the least-understood aspects of how the mind works.

The word *intuition* is derived from the Latin root *in*, meaning "in" as it does in English, and *tueri*, which means "look at." This description gives you some indication of how the intuitive process works: By looking *inward*, you can also *look at* some experience or issue and thereby see it from a different perspective. By reaching *into* your intuition—an aspect of your unconscious mind—you can come up with new insights or methods. By listening to the inner voice of your intuition, you can hear new answers.

Philosophers, musicians, artists, and scientists throughout the ages—from Archimedes to Einstein—have used intuition to create their greatest achievements. Albert Einstein, who fully acknowledged this powerful, nonrational element in himself, said, "The really valuable thing is intuition."

You don't have to be Albert Einstein to be an intuitive person. All of us possess intuitive abilities and can learn how to harness them to help us solve all kinds of problems—creative, emotional, intellectual, and practical.

## EVERYDAY INTUITION

Intuition can also be simply described as "knowing without knowing how you know." We believe that you know more about your intuition than you think you do and that you have experienced it at least once in your life.

Have you ever had a hunch that you would get a job for which you had not yet applied, or that you would succeed at a project before it got under way? And then your hunch proved correct? Actor Stu Siegel walked into an audition for a Polaroid commercial and knew as soon as he sat down that he had the part. "I felt this warm feeling rush across my shoulders and chest," he says. "I felt completely relaxed and secure. Before I even opened my mouth, I knew I had it."

Perhaps you once had a strong feeling—for no apparent reason—that something terrible was going to happen. And subsequent events proved

you were right. When Jeff De Chacon was getting ready to leave for a conference in Miami, his wife, Sonia, suddenly felt uncomfortable about his upcoming trip. The owner of a travel agency, she was not generally nervous in regard to travel. That time, though, “I had a very bad feeling,” she says. “I couldn’t explain it. I didn’t want him to go but I couldn’t tell him that. He wouldn’t have listened to me. Instead, I just I told him to be careful.” After an evening of partying a few nights later, her husband was a passenger in a car that crashed into the curved wall of the Fountainbleu Hotel in Miami. He was thrown eighteen feet into the air and was almost killed. “I should have paid attention to that feeling,” Sonia says. “I should have insisted that he cancel his trip.”

You may have had a gut feeling that you should simply pay attention to something. CBS News anchorman Dan Rather says that when Salman Rushdie’s controversial novel *Satanic Verses* was signed to be published in the United States, a friend of his commented, “This book could be trouble.” Says Rather, “From that first second, all kinds of flashes went off and my gut feeling was, ‘This sounds right to me.’” Although he made a note to look into it, Rather didn’t follow through on his intuition because of other pressing news. “I asked someone at CBS News to check it out and I should have followed up. But I didn’t and I have been cursing myself ever since,” he says.

Have you ever had a “flash” in which you suddenly saw an image of someone or of an event about which you had no rational knowledge? Stage manager Charlene Harrington was working on a film when she suddenly had a flash of her brother underneath a car. “I could see the car falling on him. When I finished work on the set, I rushed out to his place to see if he was okay,” she says. “He was all right, but scared.” While his sister was on the set, he had jacked up the car to change a flat tire and it had fallen on him.

If you recall having seen, heard, or felt something similar to the above examples—even if you rationalized it as a coincidental or insignificant occurrence—then you already know more than you think you know about intuition. In fact, even if you don’t remember, recognize, or acknowledge any time in which you knew something that you could not explain logically, you have been using your intuition throughout your life. How do you know when someone whom you cannot see directly is staring at you? How do you know when someone is lying to you even when you have no factual evidence? These are all examples of how you use your intuition.

## INTUITIVE AND RATIONAL THOUGHT WORK TOGETHER

Contrary to what you may believe at first, developing intuitive abilities does not require that you give up rational thinking. If you prefer analytical and rational methods, you may find it helpful to think of intuition as a form of coprocessing with reason. Intuition can provide you with another source of information that you can verify objectively. Dan Rather gives a good explanation of how that works. "I believe in hunches, gut feelings, and intuition," he says. "I also say to myself, 'A good reporter follows his hunches but doesn't report them.'" By that he means, a good reporter checks out his hunches to find out if the facts back them up. For Rather, this combination of hunch and logic proved invaluable in the 1970s when Henry Kissinger was national security adviser. Rather had been covering the White House and sensed that Kissinger wanted to be secretary of state. "Putting together various fragments of information and intuition, I asked myself, 'Do I think this is going to happen? If so, when and how is it going to happen?' In my mind, I sketched out a hypothesis." In his spare time, Rather made more than one hundred phone calls trying to disprove his hypothesis. "I couldn't disprove it," he recalls. "But I couldn't prove it either." Eventually, one of his sources got back to him and suggested that Rather check further into Kissinger's activities. Rather did. As the result of his hunch, followed up and confirmed by persistent legwork, Rather broke the story that Kissinger was going to become secretary of state.

## INTUITION IS A NATURAL MENTAL ABILITY

Like the ability to read, speak, calculate, and think in logical form, intuition is a natural mental ability. You could even call it an intellectual skill. Like other skills, you can learn how to use intuition when you need it. When you want to balance your checkbook, you "go" to the part of your brain that knows how to perform arithmetic functions. Likewise, you can "go" to the part of your brain that works intuitively. The arithmetic and intuitive processes are different but all you basically do to activate your intuition is shift your point of focus or attention to the part of your whole-brain system that knows how to work intuitively. Then get out of its way and let it do the work.



Intuition works effortlessly. Relaxation is essential for you to receive strong impressions from your intuition. Throughout this book we will emphasize the need for you to be comfortable and relaxed to get the most out of the exercises.

## YOUR UNTAPPED RESOURCES

Simply reading this book and absorbing some of its information on intuition will enable you to use more of your total mental capabilities. Not only will you become more conscious of how your intuitive processes work, but you will also gain new insight into other parts of your mind.

You will also find out why you may be having difficulty trusting your intuition. Learning to trust your intuition is one of the most important steps in developing it. You will discover how your values, attitudes, and fears may be holding you back. For example, the myth of “women’s intuition” is a preconception that prevents many men from using their own intuitive abilities. In fact, men do experience all forms of intuition, although they usually refer to them as hunches and gut feelings. In the course of our research for this book we found no significant difference between men’s and women’s experiences of intuition, with one exception. Men tend to describe their intuition in terms of physical feelings, whereas women tend to talk about intuition in terms of emotional feelings.

## THE CLIMATE OF OPINION IS CHANGING

In the past year alone, we have been asked by people in positions as diverse as an aide to South African Archbishop Desmond Tutu, a senior publishing executive, and a deep-sea diver how they can use their intuition on the job.

For many years, executives and managers have emphasized logical, fact-based decision-making skills. Today, even conservative professions such as finance accept the value of intuitive decision making, and many corporate seminars teach intuitive management approaches. “The turnaround in the last six or seven years is really quite amazing,” observes Professor Michael Ray of the Stanford University School of Business. Management styles are changing to reflect a new respect for intuitive thinking. A worldwide

business project to promote intuitive thinking and behavior as a business skill is under way. The International Management Institute (IMI) of Geneva is conducting the project to investigate ways in which executives can develop and use their intuition to come up with new concepts and strategies. The chairman of the IMI Intuition Research Project and its network, Dr. Jagdish Parikh, articulates this new trend in international business: "Computer technology has taken away a lot of what management used to be about: analytical, logical problem solving. Now, necessity is the mother of intuition. Not only is it a practical necessity in business, it is a compelling urge. Intuition is a gateway for businesspeople to get involved in the inner dynamics of the human system. Human potential in thinking and creativity remains untapped to a significant extent."

The Federal Reserve Bank of America has been exploring intuitive forecasting models, too. In 1988, the Fed published a research paper titled "The Seasonal Structure Underlying the Arrangement of Hexagrams in the *I Ching*," written by Larry J. Schulz and Thomas J. Cunningham. The *I Ching*, like tarot cards or astrology, uses intuitively derived information for determining possible outcomes to specific situations. In the Federal Reserve Bank paper, it was used to track agricultural and climatic conditions that could be of help to commodities traders. The Fed has not taken up casting the *I Ching* in its boardroom nor is not likely to in the future. But publishing this research is a sign of some acknowledgment that intuitive models can be useful in financial forecasting.

The following are other indications that the climate of opinion toward intuition is changing:

- Stanford University's School of Business teaches intuition as part of its "Creativity in Business" course taught by Michael Ray and Rochelle Myers.
- Surveys show that many chief executive officers rate intuition as one of their most prized creative assets.
- Government experiments on intuition show that intuitive skills can be learned.
- The scientific community is beginning to change its views on the role of intuition and consciousness. Cognitive psychologists, behavioral scientists, and biologists are starting to accept that mind, or consciousness, is a valid starting point for scientific research.

## OLD VALUES DIE HARD

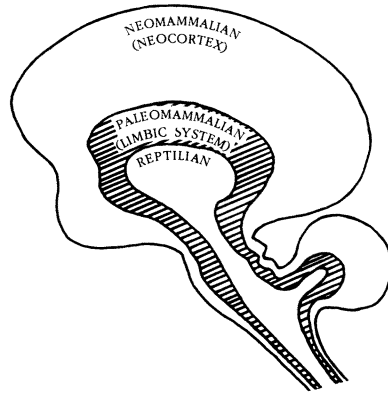
Despite these developments in business and science, for many people old values die hard. Most of us are conditioned not to make full use of our intuitive abilities. In fact, many of us are conditioned not to rely on them at all. From earliest childhood, we are praised and rewarded for performing mental feats involving logic, memory, and other measurable cognitive skills. The entire foundation of our traditional education system is predicated on the belief that these skills are superior to other mental abilities such as imagination and intuition, which can be experienced qualitatively but which do not lend themselves to the same kind of quantitative measuring as do memory and logic. In other words, intuition cannot be tested and measured in the same way as arithmetic can be tested.

Thus you learn early on in life to program your mind to use only a limited part of its ability in performing all its tasks. It's as though you were taught how to drive with the advisory to use only your frontal vision and to exclude your peripheral vision.

## MULTIPLE INTELLIGENCES: DE BEAUPORT'S MODEL

Elaine de Beauport, who founded the Mead School for Human Development in Greenwich, Connecticut, has identified thirteen intelligences, including intuition. They are identified on page 10. "It's important to realize that intuition is an intellectual skill," says de Beauport. "It is a brain state that you can shift to. All brain states are natural." De Beauport teaches adults how to use their network of multiple intelligences in all areas of their lives. "By shifting your energy to another brain state, you can activate your brain's mental abilities," she says.

This may seem like a radical idea and, in fact, you were probably conditioned to believe otherwise. You may even have been cautioned against acting on your intuition. Many of us are advised or pressured to ignore, denigrate, or discount intuition as imagination, dream, or fantasy, but intuition is a valid way of getting information about the world. Intuitively derived information is important not only for its content but for the insight it provides into how the mind works.



THE TRIUNE BRAIN—  
USE IT OR LOSE IT

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ELAINE DE BEAUPORT'S MULTIPLE INTELLIGENCE SYSTEM

NEOCORTEX

*Rational*

To perceive the reason for, the cause and effect of, sequential process, deduction, summary, and conclusion.

*Associational*

To perceive randomly, to expand information through random connection, to perceive connections between and among, to juxtapose, to improvise.

*Visual/Imaginal*

To perceive in images.

*Intuitive*

To know from within, direct knowing without the use of reason.

LIMBIC SYSTEM

*Affectional*

To be able to be affected by, to recognize and develop closeness with a person, place, thing, or idea.

*Motivational*

To be close to one's wanting or desire, to know what one is close to, and what moves one to action.

*Mood—Pleasurable/Painful*

To be able to create vibrational mood states and shift from and into vibrational states along a pleasure-pain range, from depression through anger to ecstasy.

*Oral*

To be aware of and able to guide vibrations connected with the oral area.

*Nasal*

To be aware of and able to guide vibrations connected with the nasal area.

*Sexual*

To be aware of, receive, originate, and give off vibrations of attraction.

REPTILIAN

*Basic*

To be able to move toward and away from, imitate, and inhibit other ideas, actions, processes, and people.

*Routine*

To be able to recognize, create, and sustain repetitive rhythm.

*Ritual*

To be able to recognize, create, and sustain repetitive rhythm enhanced by art, music, drama, thought, or action.

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### THREE BRAINS, NOT TWO

Elaine de Beauport bases her multiple intelligence theory on The Triune Brain Model (see p. 10) proposed by Dr. Paul MacLean. The chief of Brain Evolution and Behavior at the National Institute of Mental Health, Dr. MacLean discovered that all of us have three brains, not two, as was formerly known. He calls it the “triune,” or “three-in-one,” brain. Each brain system is physiologically and chemically different from the others. The left and right brain that people refer to are actually the left and right hemispheres of your top brain, the neocortex (see p. 12). Your other brains are the limbic system and the reptilian brain, whose functions are outlined below:

#### *Your Triune Brain*

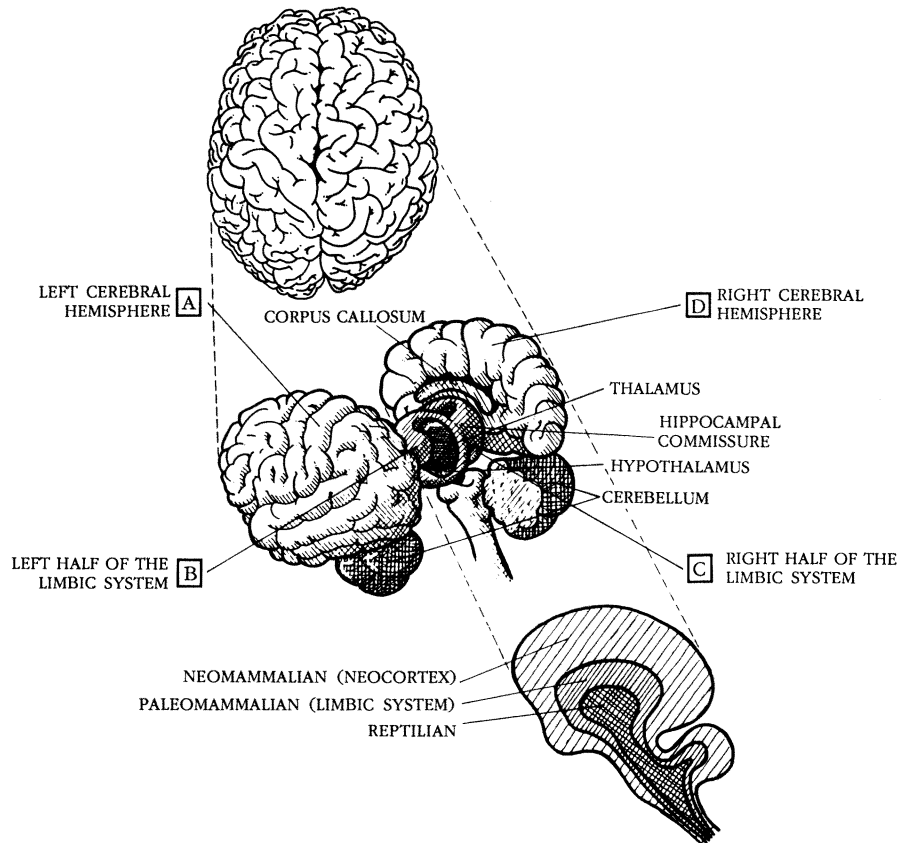
- The reptilian, or primal brain creates patterns, habits, routines, and instinctive behavior, as well as your sense of territory and safety.
- The limbic system (paleomammalian), your most chemically active brain, is the site of origin for all your emotions.
- The neocortex (neomammalian) is divided into the left and right hemispheres, also known as the left and right brains, as described below.

All these brain systems give you information about the world around you. When we talk about whole-brain thinking this implies the use of your three brains. If you shut out your emotions (limbic), or ignore your need for safety (reptilian), or ignore your intuition (right neocortex), you won't have as much of your own brain power available to you. Logic (left neocortex) is important, but you cannot expect a single mental process to do everything. Although seventeenth-century French philosopher Blaise Pascal knew nothing about the triune brain, he wrote in his book *Pensées*, “Two excesses: to exclude reason, to admit nothing but reason.”

### LEFT AND RIGHT NEOCORTEX

Your left hemisphere is considered the dominant one by neuroscientists because it is the center of language. The left and right hemispheres are believed to function independently of each other but they maintain parallel

**THE CREATIVE BRAIN**  
 (The right hemisphere/left hemisphere theory  
 combined with the triune brain theory)



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states of activity. That is, your left hemisphere can balance your checkbook while your right hemisphere listens to music.

Like the reptilian brain and limbic system, your right hemisphere is nonverbal. It cannot keep time or measure space although it can create and move mental images. Unlike the left hemisphere, which perceives information in steps and pieces, the right hemisphere perceives in wholes. If we asked you to come up with a mental picture of a shoe, your right hemisphere would give you an image of the whole shoe. Asked "What is a shoe?"

the left brain will give you its composite elements. It will tell you that a shoe is made up of a sole, heel, leather upper, laces, etc. It cannot give you a complete visual image of the whole shoe.

Because it lacks language, the right hemisphere often communicates to the left hemisphere directly through the corpus callosum, a mass of more than 200 million nerve fibers that connect the two hemispheres. Or your right hemisphere may signal the limbic system, and you may experience a physical sensation or an emotion that you describe as “a gut feeling” or “a sense.” Whether it communicates directly to the left hemisphere or via the limbic system, the right hemisphere sends nonverbal data that your left hemisphere processes verbally. When you see someone for the first time and don’t trust him, your intuition may be signaling your limbic system, which in turn is producing a gut feeling you translate as, “I don’t know why but I don’t trust this person.” Language can be the left brain’s attempt to express something that has no words. The left brain is limited because language cannot encompass nonverbal, nonsequential, intuitive perceptions.

It is important to realize that both your left and right brains are always working and that you can think intuitively and rationally at the same time. This may be hard to believe because you have been trained to think in terms of choices. For the most part, you have been educated to believe only what the left brain understands and perceives, which means that your thinking preferences are probably out of balance. To begin correcting that imbalance, it may be more useful for you to say, “My rational, logical mind sees it *this* way and my intuitive mind sees it *that* way.” You can learn to allow your left brain put your intuitive insights into words and then let your feelings help you gauge whether your sense of the situation is right. In other words, your intuition can provide you with information to which your rational mind would not have access and your rational mind can put that information into words. Your rational processes can verify your hunches and gut feelings at the same time you bear in mind that you can make the wisest, most effective decisions when you have gathered the most information.

This whole-brain approach to thinking may be new territory for you, initially unfamiliar and uncomfortable. It requires that you surrender your beliefs in an either-or choice and begin to accept apparently contradictory ways of knowing. But whole-brain thinking allows you to take in more information than you would if you used only one processing system.

Remember, your brain does not approach receiving, storing, and retrieving information as a competitive experience and neither should you.

### SUSPEND RATIONAL THOUGHT

Although rational thought is a necessary part of whole-brain thinking, to learn to use your intuition effectively, you must first suspend rational thought for a while so that you can relinquish your attachment to it as the only valid mental experience. This prospect may scare you. After all, you were probably brought up to believe that nonrational means irrational. Irrational, in turn, implies emotional, out of control, and possibly even crazy. Perhaps you told yourself that you were crazy when you had a flash, heard an inner voice, or felt a sensation in your gut about an event, person, or situation in which your intuitive impression conflicted with an external reality. Judging your nonrational mental abilities so harshly creates obstacles that prevent you from harnessing your mind's full power. Try instead to welcome, value, and nurture your intuition by suspending those judgments for a while. Let yourself find out how your intuition can help you even if you do not understand how or why.

### FREE-FORM THINKING

Releasing some of your preconceptions about the need to be logical at all times gives you a chance to suspend the control of your conscious mind while you enter a mode of free-form thought, visualization, and association of images and ideas. Free form does not mean vague, disoriented, or disconnected, although that may be the interpretation your rational mind imposes. Actually, free-form thinking enables you to connect with other areas of the mind, the uncharted unconscious areas that are rich in image, symbol, and meaning.

Now you can bring to the surface of conscious perception new images and insights that can propel you into a new way of looking at the world. Visualize, if you will, a pond from whose depth and stillness rise intuitive impressions. Watch as they emerge and break the water's surface—your conscious awareness.

As you develop greater intuition, you can begin to examine how you view your own thinking process. Instead of pushing to come up with the



right answer or fiercely concentrating on a problem to the point of frustration or anxiety, you can learn to let go, instead, to become still and focus on an inner compass point for directional guidance.

As you become more adept at doing this, you will develop a deeper respect for your mind's versatility, including its ability to locate and retrieve information in different forms. Images, feelings, thought forms, words, and picture sequences will start appearing with greater clarity so that your conscious mind can recognize and evaluate them. As your intuition sharpens, you will find it easier to relax and allow your intuitive mind to work in its own way, without consciously grasping for means to "help."

## INTUITION FOR SKEPTICS

We like to think of this as a manual on intuition for skeptics. The whole-brain approach presented in this book is based on pioneering research in the fields of education, psychology, and neuroscience. It is based on the premise that intuition is a powerful mental tool you can learn to use without changing your personal beliefs or adopting a metaphysical framework.

## KEEP A LIST AND ESTABLISH A POINT OF REFERENCE

As you read through the following chapters, keep a list of any intuitive experiences that you have had and note down any identifying characteristics. Consider these cases as points of reference so that you can learn to identify your own intuition. By recognizing an intuitive experience that has occurred in your life, you can acknowledge another such experience the next time it happens. This is one way for you to touch base with yourself and become familiar with your patterns of intuitive response.

As you become more familiar with the types of intuition that you have experienced, you will also begin to notice how frequently and in what form they tend to occur.

- You may find that you get intuitive flashes. An intuitive flash is a visual form of intuition in which an image passes through your mind very quickly.

- You may find that you process information from your intuition in the form of an inner voice. An inner voice is an auditory form of intuition.
- You may have gut feelings. A gut feeling is a kinesthetic form of intuition in which you get a strong physical sensation or an emotional feeling about someone or something.

In addition to processing intuitive information as a flash, a voice, or a gut feeling, you may find that you tend to have certain types of experiences that we will describe in the following two chapters. As you read about these different cases, we would like you to make comparisons with the types of intuition that you have experienced.

If you take the time to define and identify your intuition, and then use your list of experiences to establish a point of reference within yourself, you will find it easier to validate your future intuitive perceptions. You will be able to say, "Oh, this feels like the time when I had that gut feeling about my new boss," or "This dream looks and feels just like that other one that came true," or "The last time I heard that inner voice, I didn't pay attention and I regretted it." Instead of pushing your intuition aside, you will be more likely to value and trust it. Once identified, the intuitive experiences you have had in the past can serve as a bridge for those that will occur in the future.

## MIND OVER MIND

Intuition is a gift, an inner power that you can turn to whenever you need it. Creating intuitive power is, in a sense, a process of learning how to use both conscious and unconscious awareness by transposing "mind over mind."

We often say that intuition functions like a satellite dish. It picks up signals from the unconscious that it then transforms into images, feelings, words, or impressions that it projects onto the screen of your conscious awareness. You can then decide how or if you want to act as a result of having looked at, heard, or felt those signals. As you become more proficient at tuning in, you will probably find that you rely more on your intuition for advice and creative ideas as do many scientists, business leaders, and artists.

## CHAPTER 2

### *Intuitive Knowing with Precedent*

To help you identify your intuition when it occurs, we are going to break it down into two categories: intuitive knowing with precedent and intuitive knowing without precedent. Intuitive knowing with precedent refers to intuitive states in which there is a precedent for your having acquired intuitive information through the five primary senses. Intuitive knowing without precedent accounts for those states of intuition in which there is no precedent for your having acquired information through your five senses.

Scientists and engineers often attribute their insights to sudden flashes of intuitive knowing with precedent. This type of intuition often synthesizes information that is stored in the unconscious memory and presents it to the conscious mind in a new and original way.

Dr. Robert Jarvik, inventor of the Jarvik-7 artificial heart, recalls how his intuition came into play when he was working on a power system for his artificial heart. "It used a miniature pump which had to perform in forward and reverse rotation," he says. Dr. Jarvik and an engineer developed a computer model to work with the power system. When Dr. Jarvik asked the engineer to use the model to check a certain type of design approach, he ran it on the computer. The computer predicted that the performance would be miserable. "I just knew that wasn't right," says Dr. Jarvik. "I said, 'I know it intuitively that it will work, so build it.'" The engineer reluctantly built the new model and found that "it worked much better than any of the other systems that we had built before," notes Dr.

Jarvik. And the engineer? "He was angry. He had worked for months on the previous computer models and couldn't see their limitations."

In cases where you simply know something but cannot explain how that information got into your brain, you are dealing with what we call intuitive knowing without precedent. For example, when Dr. Sherman Schachter, director of the New Hope Guild for Emotionally Disturbed Children in New York City, met a psychiatrist colleague at a cocktail party, he said, "I just saw your latest book. *The Anatomy of Dreams*, isn't it?" His colleague turned noticeably pale and said, "It hasn't been published yet. I haven't even named it. But yes, I have been thinking of using that title. And no, I had not discussed it with anyone."

Intuitive knowing with precedent is easy to accept. Even logical, conservative thinkers are prepared to acknowledge it and say that they have experienced it. They can explain how they got the intuitive information in a way that is acceptable to them. But these same logical, conservative thinkers have trouble accepting the idea that intuitive knowing without precedent exists, or that it is even possible because they cannot come up with a sensory-based explanation. However, both types of intuition fit *Webster's* definition of intuition: knowing without the conscious use of reasoning. In *The Penguin Dictionary of Psychology*, Arthur Reber provides the following definition of intuition:

*Intuition.* A mode of understanding or knowing characterized as direct and immediate and occurring without conscious thought or judgment. There are two distinct connotations which often accompany this term: a) that the process is unmediated and somehow mystical; b) that it is a response to subtle cues and relationships apprehended implicitly, unconsciously.

The following illustrations further explore a definition of intuition.

## SCIENTIFIC SOLUTIONS AND HYPOTHESES

Intuitive insights are behind many great scientific breakthroughs. Among the earliest intuitive insights on record is Archimedes' discovery of the principles of displacement while he was taking a bath. With a cry of "Eureka!" which means "I have found it!" in Greek, he jumped out of his

tub and ran naked down the street, shouting the good news. Archimedes is remembered today not only for his discovery of the principles of displacement, but for the manner in which they came to him. The phrase “Eureka experience” has entered our language as one of the terms most commonly used to describe similar flashes of insight. Dr. Paul MacLean, the neurophysiologist who discovered the triune brain, says, “More often than not if you can plug a question into your noggin and then forget about it, you usually have this Eureka experience months later. That’s what intuition is all about.”

Aside from Archimedes in the bathtub, perhaps the best-known example of a scientist who intuitively perceived a theory is Albert Einstein. From the time he was sixteen, Einstein puzzled over what would happen if someone tried to capture a ray of light. According to several published accounts, Einstein daydreamed that he was riding on a beam of light that he followed in his mind’s eye back to its point of origin. He then spent years formulating the mathematical equations that would elevate his daydream to the status of one of the most famous theories in the history of science: the theory of relativity. Einstein placed a high value on his intuition, and wrote, “The intellect has little to do on the road to discovery. There comes a leap in consciousness, call it intuition or what you will, and the solution comes to you and you don’t know how or why.”

Ned Herrmann, president of Applied Creative Services, Ltd., a company that organizes and presents whole-brain creativity workshops, comments, “Einstein was very intuitive. He was also highly visual and very much oriented toward his ability to visualize, such as riding on a beam of light.” Herrmann believes that Einstein’s intuition “was crucial in positioning him to have such a visualization.” What’s significant is that Einstein believed in his intuition. “He honored that part of himself instead of saying, ‘That was ridiculous. Who the hell are we kidding here?’” Herrmann says.

You may not be able to tell whether it was creativity, intuition, or visual thinking that was primarily responsible for Einstein’s coming up with the theory of relativity. Probably all three were, though. Visual intelligence and intuition are not the same but they do work simultaneously and in conjunction with each other to such a great degree that it is often impossible to separate them. Creativity and intuition are often inseparable, as well, but you can be creative without being intuitive, and vice versa. For

example, imagination, often an element in creativity, is different from intuition. "Imagination is more an idea than it is a knowing. Intuition is a way of knowing," explains Herrmann. For Herrmann, an idea is something that you put together with other fragments into an identifiable whole, whereas "intuition is knowing without knowing that you know, without demanding proof of knowledge, but being very secure in the understanding that there's something there." Unlike an idea, intuition tends to resist analysis and rational probing. An intuitive insight or concept can often turn out to be an unexpected success when logical signs indicated that it would probably fail.

#### SIR ISAAC NEWTON'S INTUITION

Like Einstein, Sir Isaac Newton worked out his proofs and conducted his experiments to verify what he had first determined intuitively. Although Newton, who discovered the laws of gravity after observing an apple fall from its tree, is considered one of the foremost rationalists of the seventeenth century's Age of Reason, he also ranks among the most intuitive of Western scientists. Economist John Maynard Keynes delivered an essay called "Newton, the Man" in 1946, on the occasion of the Newton Tercentenary Celebrations at Cambridge University in England. He made the assertion that Newton owed his success to "his muscles of intuition." Keynes further noted that Newton's powers were "the strongest and most enduring with which a man has ever been gifted." For most people, intuition occurs instantaneously and is often over before you realize what has happened, but Newton had the ability to extend that period of immediate knowing. This, said Keynes, was one of the abilities that contributed to his genius. Newton "looked upon the whole universe and all that was in it as a riddle, as a secret which could be read by applying pure thought to certain evidence," Keynes wrote. A colleague once described Sir Isaac as "so happy in his conjectures as to seem to know more than he could possibly have any means of proving."

#### FOR COPPOLA, INTUITION IS A "MOMENTARY LIGHT"

Director Francis Ford Coppola relies on his "intuition, love, and feelings." "In every creative situation or in problem solving, it has always been the

little momentary glimpse that encouraged me to keep looking in a certain direction,” he explains. “I’m sure the solution is there since it had intuitively been presented to me. It comes up when I try to solve a serious problem in a movie. It’s as if I’m in the dark and I suddenly put on a flashlight for just a second to see where the steps are. That little momentary light lets me see where things are. I can then work in the dark a little more because I’ve had a flash of the spatial set up. I feel more comfortable about working and devoting my resources to working because I have had a hunch that it was there. I’ve never had that intuitive kind of method turn out not to be valid.”

Intuition provides Coppola with more than insight and method. Because he has learned to value it, intuition is a reference point, something he can rely on. “I’m comforted by the fact that it’s there,” he says.

#### A FORM OF UNCONSCIOUS PROCESSING

Dr. MacLean describes intuition as a form of unconscious processing. “Intuition is what the brain knows how to do when you leave it alone,” he says. As a young man, he once tried to draw a squirrel monkey. “I’d get closer and closer to what I wanted and then the next day it would be terrible,” he remembers. “One day I was explaining something about the squirrel monkey to a colleague. I was blind in my right eye for sixteen years and I’m therefore not used to using my left hand. I had a piece of chalk in that hand and I drew a picture of a squirrel monkey on the blackboard as I was talking. The drawing was just right. Isn’t it amazing that the brain is smarter than we are,” he concludes. It is important to respect the brain’s natural ability, Dr. MacLean observes. “It’s awfully important to have information coming from your inside world at the same time as things are coming from the outside because if you don’t, you’re not an individual.”

Dr. MacLean was able to effortlessly draw that squirrel monkey because his unconscious mind had absorbed and processed information about it prior to his unsuccessful attempts to draw it and prior to the intuitive experience that resulted in a successful drawing. He points out that although the information you need is stored somewhere in your brain, you do not actually remember it. Nor can you retrieve it from your memory as you would a name or a date. You must let go and allow your intuition to take over and do the job. “What you’re talking about here is your experi-

ence plus your reading, of which you very often will forget the specifics. You are using your intuition," he notes. "There has got to be some precedent for something if you're going to be intuitive about it."

### DOES INTUITION MAKE YOU UNCOMFORTABLE?

If you have responded to some of the above examples of intuition by calling them coincidences, or lucky mistakes, you may be one of those people who are simply uncomfortable with the idea of intuition. If so, you may wish to take a few minutes to consider the following questions:

- How do you respond to explanations that do not follow sequential or logical form?
- Do you tend to reduce events to statistical probabilities?

If so, then please bear in mind that your response is only a sign of your mental preference. Different people have different preferences of thinking style, so bear in mind that yours is not the only valid response. As noted earlier, rational thinking is just one of many mental processes functioning in your whole-brain system at any time.

Intuitive knowing is qualitatively different from other mental processes. It reflects your sensitivity to internal messages as well as to your external environment and can be described as an openness to flashes of insight that come as wholes. In terms of brain activity, it's a combination of chemicals called neurotransmitters and neurological, electrical connections called synapses that form a complete concept or thought.

If your sense of reason has been disturbed by our examples and interpretations thus far, you may find that you feel even more uncomfortable as you read the next chapter. There, we will present you with examples of intuitive knowing without precedent: that is, cases where there is no explanation for someone's having acquired the intuitive information through the five primary senses. Many people are skeptical and wary when first encountering this aspect of intuition because there is no rational explanation for how it occurs. Dr. Jarvik voices this skepticism in the following comment: "There's a line that you cross here between what is an intuitive understanding, a valid mental process, and what enters the realm of predictiveness where there's no relationship between the information



and the prediction. That gets into something about which I feel very distrustful and skeptical.”

But the part of your mind that believes such knowing to be impossible is the part of your mind for which it is impossible. The sequential, analytical left neocortex finds it hard to accept as valid any mental process that has no logical ground.

## CHAPTER 3

### *Intuitive Knowing without Precedent*

Have you ever experienced an instantaneous knowing, sudden recognition, or a strong feeling about a person or an event? Or have you simply “known” something without being able to explain how you acquired that information?

As registrar for the American Federation of Arts, Carol O’Biso was invited to address a conference at the Metropolitan Museum of Art. The coordinator told her that she would be speaking with another registrar whom she had never met, a woman named Eileen McConnell. O’Biso was chatting with some colleagues when a group of people she had never seen entered the room. She walked up to one of the women and extended her hand, saying, “Hi, Eileen. I’m Carol O’Biso.” “I thought you didn’t know her,” the coordinator said, staring hard. O’Biso remembers, “I felt myself getting sweaty and thought, ‘Jesus, I don’t know Eileen. What did I just do?’ Then Eileen said, ‘That’s okay. I’m very intuitive, too.’ ”

Arianna Stassinopoulos was doing research for her biography *Maria Callas: The Woman behind the Legend* when she woke up in the middle of the night. “I suddenly knew that Callas had undergone an abortion,” she recalls. “I had not seen it written anywhere nor had anyone told me or even hinted at it. But in this state of what I call ‘natural knowing’ I realized that it was true. A while later, when I was having lunch with Callas’s agent’s wife, she mentioned a trip to London that Callas had taken. ‘Was that the time she had her abortion? I asked. How did you know?’ she exclaimed. Naturally, I was not about to reveal my sources!”

In cases like the above, there are simply no sensory-based precedents to explain how the information was acquired. This is why we categorize these experiences as examples of intuitive knowing without precedent.

### INTUITIVE OR PSYCHIC?

Intuitive knowing without precedent can also be called psychic intuition. The difference between this type of intuitive knowing and psychic knowing is a question of degree. We believe that psychic knowing is a stronger, finely honed intuitive sense. But it is nonetheless a natural mental ability. In fact, the two types of intuition, with and without precedent, are so closely aligned that it is often hard to tell for sure which one you have experienced.

“It’s very hard to separate intuition as it’s normally described from its psychic counterpart,” says physicist and author Russell Targ. “Intuition is normally thought of as a sum total of everything that we’ve experienced in our life and is stored in unconscious processes. Then that becomes available to us. It’s as though your consciousness is a peel of the orange and all the data that comes in is the inside of the orange. So you have experience, which is data acquisition, and on the outside you have analysis of that data. The acquisition and storing is something of which you are not particularly aware.” Targ believes that “intuition can have the two parts, the unconscious processing, which is what your intuition is most of the time, and psychic functioning.”

*Psychic* is a loaded word for many people, implying mysterious, supernatural connections. Yet *Webster’s Dictionary* defines it initially as, “of the psyche or mind” and then as “beyond known physical processes.” The operative word in this definition is *known*. Human knowledge of this domain is limited, just as human knowledge of planetary movement was limited during the time of Copernicus. Standard sequential explanations for psychically derived information do not work because we simply don’t yet have adequate information to explain how such things occur. The scientific data have not caught up with the phenomena. “Science is in its infancy,” observed Albert Einstein, who also said that he believed in mental telepathy and in the existence of a reality outside the one that we presently understand.

Is psychic functioning an aspect of intuition? Both psychic and intuitive knowing conform to *Webster’s* definition, “knowing without the conscious

use of reasoning.” But the source of that information, which *Webster's* defines as “beyond known physical processes,” is what semantically differentiates psychic from intuitive perception. The idea that you can know about an event before it happens or describe an object that you have never physically seen may well defy your understanding of how space and time are measured. But instead of saying “that’s impossible,” you may wish to consider the possibility that space and time themselves are bounded by your ability to conceptualize them. Because your right neocortex (the top brain) does not measure space and time, is it not also possible that your brain’s intuitive abilities can function outside the space-time continuum that only your left neocortex perceives?

Rather than blame the phenomenon of intuitive or psychic knowing for failing to conform to our knowledge of space and time, we need to redefine our notion of space and time. “Evidently modern physics is incomplete and inadequate to describe that kind of activity,” Targ says. “There’s no doubt that there’s something incomplete about modern physics.”

Intuitive knowing without precedent often concerns something personal to you. If you have a strong gut feeling that you should not drive on a particular day and you ignore it only to have an accident, then you failed to pay attention to your intuition. When you find yourself suddenly have a strong gut feeling about someone you have never seen, you are probably experiencing intuition with a strong psychic component. While it is acceptable to sense things about yourself, it can be frightening to get a flash of psychic information about someone you don’t know. Ann Hutchins, a manicurist, remembers the time a customer was talking about going on vacation with her husband. “I knew as soon as she said she was going that her husband would not be coming back with her. Three weeks later, I found out that her husband had died on that trip. I felt creepy.” An intuitive person may experience similar psychic incidents from time to time, but a psychic person experiences them on a regular basis. He can also make a conscious decision to use this finely honed intuition at will. Certainly, the number of people in this country who openly acknowledge having had some personal psychic experience is growing. In the 1986 study by the National Opinion Resource Council (NORC) in Chicago, 67 percent of Americans surveyed reported having had psychic experiences compared to a 1973 poll by NORC in which the number was 58 percent.

Stanley Krippner, an author and professor of psychology at Saybrook

Institute, supports the inclusion of psychic input into any overall discussion of intuition. He warns that our cultural and social conditioning make it difficult for us to accept such phenomena. "Some cultures will encourage people to act on hunches, to pay attention to dreams, to look within for an answer," he says. "These are processes that we lump under the term intuition because they do not follow the cause and effect, logical, step-by-step reasoning that we promulgate in our culture. Intuition comes to us through some arational process. If it proves valid, then we have made some sort of breakthrough that we can attribute to intuition."

#### DEMISTIFYING INTUITIVE KNOWING WITHOUT PRECEDENT

Now that we have discussed what you don't know about this form of intuition, how can you demystify it so that the intuitive process becomes easier for you to work with? Again, the easiest way to start is to define and identify this type of intuition by breaking down this larger subject into smaller units of experiences that share certain components. Continue using the following true cases of psychic intuition as a point of reference to help you define and identify your own. Continue making your list of similar experiences that you have had, or think you may have had in the past, no matter how insignificant or trivial they may have seemed to you at the time. Perhaps you were thinking about someone to whom you wanted to speak and that person called you, or you had a feeling that something was going to go wrong with your car and it did. Instead of ignoring or discounting events like this, take note of them. They are the basis of defining and identifying your intuition.

#### HUNCHES WITH AND WITHOUT PRECEDENT

When talking about intuition, most people say they have hunches and gut feelings. Hunches can occur with and without precedent. So can gut feelings, which generally take the form of a go-ahead signal or a warning. While you cannot always tell for sure which type of intuitive knowing is at work when you get a hunch or a gut feeling, in some instances it is pretty clear:

- *With Precedent.* Engineer David Haysom was crossing a busy street in San Francisco when, he recalls, "I had a strong feeling that something was coming at me." As Haysom grabbed his nephew and pulled him across the street, two cars collided right where he had been standing. Haysom offers this explanation: "I must have unconsciously picked up signals that something dangerous was about to happen. Perhaps out of the corner of my eye I noticed something strange or heard the squeal of brakes."
- *Without Precedent.* George Garcia, who is completely deaf, cannot attribute his survival to hearing people apply their brakes. Garcia was crossing an empty street at 1 A.M. He recalls that "the light was green but as I started to walk I felt as if someone was pulling me back and I stopped." A car suddenly zoomed around the corner and through the intersection, barely missing Garcia. Had he not sensed that he was in danger, he surely would have been hit.

For Garcia, intuition is the sense that compensates him for his lack of hearing. "Deaf people have to become intuitive," Garcia explains in sign language. "From the time they are babies, hearing people pick up sounds all around, which gives them information. A deaf baby has nothing coming into his ears. He has no words. He has to point to show what he means." Because deaf people do not hear, "they feel and they have to develop a sixth sense to make up for the one that is missing."

## PAYING ATTENTION TO HUNCHES

You can probably remember feeling that something was going to happen at least once in your life. Along with that feeling, you may have had a sense of urgency. One of the characteristics of a hunch is the sense that you have to act on it right away. One example of a common, everyday hunch is the feeling that you need to call someone immediately. When you do, he tells you that he was just thinking about you and tells you something that you need to know at that moment. Another type of everyday hunch is the feeling that you have to go someplace immediately. Lee Paxson, a retired entertainer, had been trying to borrow a book from her local library for several months. Every time she went to the library, the book was out. Although she had seen it listed in the library catalog, she had never seen it

on the shelves. One morning, she had a hunch that this particular book was sitting on one of the library shelves. She told her husband, "I have to go to the library right now. That book I have been looking for is on the shelf."

"How do you know that?" he asked.

"I just 'saw' it in my mind's eye," she said, "and I'd better rush over there."

When she got to the library, the book was right where she had mentally seen it. The librarian told her that it had come back that morning, just a few minutes before Paxson had received the flash about where to find it!

The strongest element of a hunch is the sense that you had better act on it immediately. Many people have told us that when they have ignored their hunches they often have regretted it later on.

It's no mystery that hunches are the basis of good detective work in real life as well as in fiction. Former New York City police officer Jane Finnegan insists that hunches are an essential part of staying alive on the streets. "Male cops won't discuss this, but you don't just use your five senses. As a cop, you use this intuitive sense all the time," she says. Finnegan once walked up to a man and said, "You've got a gun." Her suspect was not behaving in a suspicious manner and there was nothing she could point to that led her to single him out from the two hundred other people milling around on a Harlem street corner. "I don't know how I knew but I knew this guy had a gun, and I was right," she says. Another hunch enabled Finnegan to locate a suspected drug dealer in hiding. "Suspects seem to have more relatives than the Kennedys and there's no way that you can figure out logically which one will be housing your man. In an extended family a suspect might have fifteen aunts," she says. While working on one case, Finnegan came into work one morning and looked at a long list of one suspect's relatives. "I said, 'Let's go visit this aunt.' The suspect was sitting there eating breakfast. He asked, 'How did you know where to find me?' 'That's a good question,' I said. How could I pick the right one out of those fifteen aunts? There's no logical way," Finnegan says.

People who deal with money, whether by trading, investing, or gambling, frequently talk about their hunches. In the case of someone who has years of experience, it's pretty hard to say whether a particular hunch is a seasoned judgment call or whether it's a form of intuitive knowing without precedent. In the case of one inexperienced investor, however, playing a hunch without precedent paid off. Computer salesman Theo Alexander and

his wife had several thousand dollars invested in the stock market. For several months, they had been considering selling their shares. Neither of them had financial training or inside knowledge of the market. One afternoon, Theo told his wife to locate the stock certificates because, he said, "We have to sell them today."

"Why?" she asked.

"I have a hunch we'd better do it today."

"Do you know something in particular?"

"No. It's just this feeling," he said.

Theo unloaded their stocks by closing time that day, picking up a \$2,000 profit. Selling them the next day, when those stocks plunged sharply, would have yielded a comparable loss.

At the Stanford University School of Business, Professor Michael Ray often suggests that students sharpen their hunch abilities by standing in front of an elevator bank and sensing which elevator will arrive first or where you will find a parking place in a crowded mall. Henry Schwartz, a banker who maintains that he "doesn't believe in that stuff," found nevertheless that he was able to get a hunch when he needed one naturally. Schwartz, who lives in New York City, where parking places are scarce, had been circling a block for half an hour in the middle of the night, when, he says, "I decided to use my intuition. Suddenly, I had a hunch that I would find a parking place four blocks away, even though that particular street has a hospital on it and is usually impossible for parking. I drove right over and there it was!"

Sometimes a hunch can propel you in a direction you would not ordinarily go. It can be so strong that you feel as if someone is telling you something, or as if you are being guided to follow an invisible compass. Al Siebert, a psychologist who is also the publisher of the *Survivor Personality* newsletter in Portland, Oregon, found that following a strong hunch changed his beliefs about the power of intuitive thinking. Siebert says that his training as a traditional psychologist did not include any preparation for what happened to him when he sat up in bed wide awake one morning at four o'clock with a strong urge to go to the beach. Siebert put on his clothes and rain slicker and was starting out the door when he thought, "Hey, why don't you take your knife and leather gloves with you?" He never carried a knife and only wore his thick gloves for gardening, but he followed his hunch and set out equipped. When he got to the



coast, he turned right and started walking north. But as he walked, he remembers, "I kept wondering why I was here. I kept having the feeling that I was going the wrong way. The feeling wouldn't stop so I turned around and walked in the opposite direction. At that point, I knew I was being led to something but I didn't know what it was." Siebert scoured the shore looking at the debris when he saw something move in the surf. As he got closer, he saw a dark bird with an orange beak entwined in deep-sea fishing tackle. One wing couldn't flap and it could not move its legs. The plastic line was deeply cinched up all around its neck and body and there was a sinker and hook dangling around it. Smiling to himself, Siebert took out his pocket knife, opened up the small blade, put it in his mouth, put on his leather gloves, and crouched down. "I extended good feelings to the bird. I touched it a little bit, then put my left hand around its neck gently and it relaxed. Then I took the knife and very carefully cut the strands around the bird," Siebert recalls. It took him about five minutes to free the bird, which scrambled out to the waves and paddled away.

Siebert pondered the incident for a long time. "I was aware as I was walking up the beach that some intelligent force in the universe had been able to scan out and locate me a few blocks from the beach and lead me to the bird so it could be freed."

## GUT FEELINGS

Like a hunch, a gut feeling has a predictive element: Your "gut" is telling you that something is going to happen. Many people say that when they get a gut feeling it is usually a first impression about someone or a warning. Former police officer Jane Finnegan recalls driving into work one afternoon listening to the news on the radio. She was reassured because it sounded like the streets were calm. "But by the time I had driven about half an hour, I had this unbelievable feeling, which was saying, 'Don't go to work. Don't go to work.'" Finnegan was crossing the Williamsburg Bridge from Manhattan into Brooklyn when the feeling got so strong that she went to the first phone she found, called in, and said that she was taking an emergency day off. Then she went home. That night there was a bad riot in Brooklyn where her partners and some other friends were seriously injured.

By paying attention to her gut feeling, Finnegan believes that she

avoided being seriously injured that night. On the other hand, Angela Carpentier talked herself out of her bad feeling about driving to the beach with disastrous consequences. Carpentier had called her friend Gillian Conner the night before to say, "I have a very bad feeling that I should not drive tomorrow." The next day, however, she said, "I don't know what came over me. It was just a strange feeling but I feel okay now. Let's go." Conner tried to persuade her to trust her gut feeling and stay home, but Carpentier said she didn't want to give into it. Instead of calling it a "strange feeling," she began to call it a "stupid feeling" and insisted that she and Conner go to the beach as planned. As they were driving there, a drunk driver ran through a stoplight, crashing into Carpentier's side of the car. She was thrown from the vehicle and was taken to the hospital in a coma. She remains paralyzed to this day.

Both Finnegan's decision not to go to work and Carpentier's decision to drive show a clear connection between a gut feeling and an event. There are times, however, when you pay attention to your gut feeling and do not, therefore, verify the consequences. You may have avoided an accident or stayed out of trouble but you have no way of knowing. Judy Haims notes that when you have a strong gut feeling that is signaling you not to do something, only you can decide whether or not to trust it. She recalls one time when her teenage son wanted to go boating at night with a group of friends. "I knew that he was careful and a good swimmer and normally I would have said yes. But I had a sense of swirling darkness, fog, and icy water and I felt a chill go down my spine." Haims told him that she didn't want him to go and explained that she had this feeling, although there was no logical reason for it. He told his friends and they all decided not to go. "We'll never know if my intuition prevented an accident," she says, "but I think in a case like this you're better safe than sorry."

### GUT FEELINGS HAVE A KINESTHETIC COMPONENT

Unlike a hunch, which takes the form of immediate knowing, a gut feeling has a strong kinesthetic component. You may get a physical sensation somewhere in your body or have an emotional response. Although the term gut feeling describes a sensation somewhere in the abdomen or solar plexus, you may find that your gut feelings are located in another part of your body. Your fingers may tingle or your throat may suddenly get warm.

Several men have told us that their gut feeling is a sensation around their chest area. George Garcia, the deaf man who had a hunch that he should get out of the street, says that his are located in his chest and the back of his head. Sharon Weathers, a children's-book editor, says that during moments of intuitive insight, she has felt "slightly nauseated in the chest and abdominal area." While in a Paris supermarket, Weathers had this gut feeling as she approached the cash register. "I knew when I had this feeling that my wallet would be gone. And when I looked in my purse, it was."

#### A SCIENTIFIC THEORY ABOUT GUT FEELINGS

Have you ever met someone for the first time and although you had no reason to dislike him something in your stomach felt weird? Even though you couldn't explain it, you had a gut feeling not to trust that person. Ernest Rossi, the author of *The Psychobiology of Mind-Body Healing*, believes that when you have a gut feeling "you are picking up cues and getting molecular responses." The specific molecule in question may, in fact, be a neuromodulator in your brain called cholecystokinin, or CCK. Candace Pert, chief of Brain Biochemistry at the National Institute of Mental Health, was the first person to theorize that CCK may be the signal for what we call gut responses.

CCK is a hormone that is active in the digestive process but it also connects with a nerve that modulates learning and memory in the brain. "CCK is released from the large intestine when we've had a good meal and the fatty acids and the amino acids hit the small intestines," Rossi says. An immediate effect is that CCK connects with one of the nerves that, in effect, modulates memory and learning. CCK is an example of an informational substance. "In an evolutionary sense, it's important," Rossi maintains, "because when we have had a good digestion, the organism needs to send some message up to the brain to say, 'That was a good meal. Do another one like that.'"

When you feel an emotion, the first place you usually feel it is in your gut. Seconds later, you feel heat in your cheeks as you begin to blush, possibly because other informational substances such as vasoactive intestinal peptide (VIP) released from your gut dilates those blood vessels in your face. Informational substances such as CCK and VIP can activate the brain where they trigger specific receptors, affecting moods and emotional

responses. "When you meet someone and get that gut feeling, the body will stir and you will say, 'I feel terrible.' That's how the information gets up to your conscious mind." You may say, "I don't know why but there is something about this person that I don't like." You connect with the kinesthetic element in the body first; your conscious mind picks it up afterward.

### FIRST IMPRESSIONS ARE GUT FEELINGS, TOO

First impressions and deciding whether or not to trust someone when you first meet him is almost always a gut decision. How can you logically make a determination about someone whom you have never before seen? Trusting those first gut impressions can be critically important, especially when you have to make a decision to proceed with a particular job or client.

That discomfort can serve as an early warning signal, if you pay attention to what it is telling you. Les Hogan, production coordinator for a small Hollywood movie company, spent a lot of his time dispatching trucks and vans around town to pick up, off-load, and strike various movie sets. "I used to work with one particular trucking company," Hogan says. "The dispatcher there was always polite, helpful, and friendly. No negative vibes, you know what I mean? He was always ready to send someone out at a strange hour to help me out, but I never trusted him. I couldn't figure out why since he was one of the nicer people I dealt with at work." But when an impending teamsters' strike threatened, Hogan's contact suddenly said, "You know these Hollywood producers make millions and we don't get any cut in their profits. So if we have to break a few fingers or a few legs to get in on some of that, well, we have to do what it takes." Hogan got off the phone as soon as he could and sat there, his hands shaking. "I knew from the first I shouldn't trust him," he says.

Hogan was not in direct or immediate danger. He realized his initial sense of wariness about the dispatcher may even have protected him. "Had I trusted that guy because he was nice, I might have started hanging out with him," he says. "That gut feeling told me to stay away."

### LEARN TO LOCATE YOUR GUT FEELINGS

Learning to locate your own gut response is essential if you are to be able to identify and acknowledge your intuition. One way is for you to pick a time when you have had a gut feeling and observe your mental image of that

experience. How did you look? How did you sound? What physical sensations did you have in your body? What emotions did you feel? How was this particular gut feeling similar to others that you have had? The key to developing your intuition is developing your self-observation skills. The more specific you can be in describing the components of your gut feelings, the easier it will be for you to acknowledge and trust them in the future.

### SYNCHRONICITY AND DÉJÀ VU: A GLITCH IN TIME

Synchronicity is a spontaneous physical event preceded by an intense emotional or mental activity about that person or event. For example, you can't stop thinking about someone whom you haven't seen in twenty years. You miss your regular train and that person suddenly appears behind you. Such combinations of thoughts, feelings, and dreams that connect to physical events can be explained logically by calling them coincidence. But anyone who has experienced synchronicity, the term first used by Swiss psychologist Carl Jung, knows that there is something startling about the quality of the mental or emotional event that precedes the physical event.

Synchronicity and déjà vu, the feeling that you have lived through something once before and know what is about to happen, both feel like a glitch in time. For a moment, time seems to distort. It may slow down or expand. Déjà vu is particularly common among children, so common that most of us forget how often we encountered it, as we have forgotten many other intuitive perceptions from our childhood. As with synchronicity, déjà vu confounds your sense of chronology by seeming to superimpose a future event onto your awareness of the present. It's as if you have suddenly become a piece in a puzzle that only you know how to insert to complete the picture.

Synchronicity occurrences are particularly dramatic and often give you the eerie feeling that you have stepped into the twilight zone. Charlene Harrington was working as a stage manager on the set of the television series "As the World Turns" when suddenly she began to think of a colleague whom she had not seen for five years. "The thought that came to me so strongly out of the blue was, 'Is she still alive?' It was weird," Harrington says. No one at the television station had spoken about her for several years. She seemed to have disappeared from work one day five years earlier after learning that she had cancer. Harrington had no compelling reason to suddenly think about her now. "The most compelling thing

about this thought was that I could not get it out of my mind," Harrington recalls. "It haunted me and I kept asking myself, 'Why am I thinking about this woman?'" One week later, she went to the airport to assist her cousin who was traveling with a small child. They had been waiting for over an hour for the flight to be called when an airport worker came over to her and said, "Aren't you waiting to board flight 217? The gate has been changed to gate five." Harrington obtained a special pass to get through the security checkpoint so that she could walk to gate five, which turned out to be at the far end of the terminal. "I walked to the far end and when I got there the gate was dark and empty," she recalls. "A woman wearing a headscarf was sitting in the corner. She turned around and it was my former colleague, the woman about whom I had been thinking all week. I got chills."

There can be a serendipitous quality to a synchronicity experience, as Elizabeth Boyer found when she was broke and out of work. When a newspaper blew against her legs, she picked it up and saw that her former boss was now working at a company in town. "Isn't that interesting?" she thought, going to a phone booth to call him. "It's so nice to hear from you," he said. "I didn't know who I would find to work with me here. Can you work for me again?"

"The unconscious does not have the same timetable as the conscious mind," observes Genevieve Geer, a Jungian psychotherapist. "We do get strange things that happen. Everyone has had a clock that stops when somebody dies. I don't know why."

Synchronicity, it seems, has its own causality. "It threatens something very profound," Geer notes. "It threatens logical, linear thinking. If you want the basis of Western thinking since Descartes, it is 'I think therefore I am.' This is very linear, but it is no longer going to be our main mode of processing information. The rest of psychology is catching up with Jung, who first talked about synchronicity."

Whether you interpret synchronicity as significant or merely coincidental will depend a great deal on your own thinking style. As we have explained in connection with other intuitive experiences, if you are very logical you may be disturbed by our description of synchronicity because it threatens your model of reality. Psychologist Dan Miller observes, "The process is one of acceptance. You can see two events going on and say they have nothing to do with each other. Or you can say, yes, although they

seem to be unrelated, I know that they are related. My intuition tells me that.”

## DREAMS

Dreams can have both kinds of intuition, those in which the precedent of acquired information is apparent and those in which it is not. As we mentioned in the previous section, a dream can signal synchronicity or contain other precognitive aspects to it.

Television news producer Judith Rogers awoke one morning at six o'clock, shivering and frightened. She had just dreamed about the final scene of Sam Peckinpah's movie *Deliverance* in which the hand of a drowned body is seen clutching at the air while the river swirls around it. She had not seen that movie recently, nor had she reacted strongly to it at the time. She had made no plans to travel or go swimming, nor could she find any connection between events in her life and the dream that she described as “disturbingly sharp and penetrating.” Arriving in the newsroom, she learned it was a slow news day but joked that “someone famous will die this afternoon and it will get busy.” At 2:30 P.M., someone called out for her to read the news wire: Sam Peckinpah had just died.

Although many people say that intuitive dreams have a special clarity, some dream researchers believe that mundane, boring dreams can contain as much intuitive material as do startling, lucid dreams. But you are more likely to notice intuitive information in lucid dreams because their sharp visual and emotional quality makes them more memorable. If you remember a dream, you are more likely to ponder its meaning and discover its intuitive elements. However, the quality of the dream does not indicate whether you have received valid intuitive information. That has to come from verification. In other words, the dream has to come true.

In a lucid dream, the images tend to be brighter, larger, or in clearer focus, and you are often aware that you are watching the dream even as you are participating in its unfolding. In such a dream, you are the writer, director, starring actor, and the audience. When you awaken, you know that this particular dream was different and important. Albert Santiago, an accountant, was looking for an apartment when he dreamed that he was in a house that had interior windows and a huge bed. “I was talking to a man in the dream. He was tall with a cleft chin and he was wearing red. He

told me he was sad because he was guarding the crosses." Five days later, Santiago answered an ad in the newspaper and found himself at the same apartment he had seen in his dream. It had the same interior windows he had dreamt about, windows that belonged to a section of the house that used to be the porch. The apartment had the same huge bed about which he had dreamed, and the landlord, who was wearing red and white, was the same man he had seen in his dream. Santiago says, "Down the hill was a cemetery and I understood why I had dreamed about him guarding the crosses. The thought of being so close to the cemetery depressed me and I didn't rent the apartment."

Like gut feelings, dreams can sometimes warn you of impending trouble. As with a gut feeling, when you pay attention to a disturbing dream and act on it, you may never know if it would have come true. Dorothy Laub had a dream that warned her about one of her friends. "It was a terrible, terrible dream where she was on a hill calling to me. I knew if I went to her something horrible would happen. The dream was so vivid that I discontinued my friendship with her."

Dreams can offer intuitive solutions. One of the best-known examples is the story of Friedrich August Kekulé von Stradonitz, a nineteenth-century Flemish chemistry professor who had been pondering the structure of the benzene molecule. In a dream he later described as "acute," Kekulé dreamed of dancing atoms that formed a snakelike chain. The snake then grabbed its own tail and continued to spin. Kekulé wrote up his discovery in scientific terms and also described how he first saw the solution. His advice to fellow scientists? "Let us learn to dream, gentlemen."

Elias Howe had been trying to design the sewing machine for several years. His first attempts failed because he had placed the eye in the middle of the needle. One night he dreamed that he was taken prisoner by a savage tribe whose leader threatened to kill him unless he finished his machine immediately. From the terror of his nightmare, Howe noticed that the savages' spears had eye-shaped holes in the tips! Howe jumped out of bed and immediately carved a needle based on the images of the spears he had dreamed.

Women scientists and inventors have dreamed solutions, too, say Ethlie Ann Vare and Greg Ptacek, authors of *Mothers of Invention: From the Bra to the Bomb, Forgotten Women and Their Unforgettable Ideas*. Eighteenth-century mathematician Maria Agnesi, whose formula for duplicating the volume of



a cube is called “the witch of Agnesi,” solved mathematical problems while sleeping. Agnesi would write them down immediately upon awakening and would then be surprised later on to see how accurately she had put down her conclusions in that half-awake state.

Whether you are dreaming of snakes, a place to live, or a tribe of savages, “the unconscious is always creating. It’s very generous,” says Ernest Rossi, the author of *Dreams and the Growth of Personality*. “New things are being created at every moment, especially in our dreams. Often when you go to sleep you have a tough problem. The next morning, the solution seems obvious to you. What’s the big deal? The big deal is that your unconscious had to process it.”

Becoming aware of your personal dream symbols and learning how to remember dream elements help bring all aspects of your unconscious, including your intuition, into focus. Thus learning how to work with your dreams can help you become more aware of your intuition. “Due to the very neuropsychology of dreams we are forced to be creative every night,” says Stanley Krippner, coauthor of *Dreamworking*, who conducted a dream research project at Brooklyn’s Maimonides Medical Center in the 1970s. “When we have REM [rapid eye movement] periods at night the lower brain centers begin to fire neurons more or less randomly. These neurons hit visual centers in the brain and the brain has to make sense out of this stimulation. It does this by pulling together memories, images that we have from our past and putting them together in more or less creative ways. We are forced to pull together information to meet the physical demands of the dream process. This type of stimulation, synthesis, and recall is very important to intuition.”

Krippner recommends working with dreams to enhance problem-solving abilities and creativity, citing studies showing that people who recall dreams and do work with them score higher in certain creativity and problem-solving tests. “Nothing works for everybody and one cannot guarantee that working with dreams will help make you more intuitive. But it seems to be part of the total package that characterizes an intuitive person,” he observes.

The best technique for developing dream awareness is keeping a dream journal. Of the dozens of books on the subject, *Dreamworking* offers substantial information combined with insightful dream journal exercises.

## GATEWAY INTUITIONS

We call certain intuitive experiences “gateway intuitions” because they are actually gateways to a new depth or dimension. When you are having a gateway intuition, you are acutely aware there is more to the immediate situation than the ongoing physical event. In fact, the physical event itself may be unimportant. What is important is that you sense that there is more going on than what meets your eye. Judy Haims recalls a daydream in which she was standing on the steps of a school giving a speech. “It was a very strong vision, and I knew that there was more to it than just daydreaming,” she notes. Years later, she delivered a speech standing on the school steps that she had envisioned intuitively as a child.

## THE COLOR GREEN

As you read these case histories, we hope that you have begun to remember some experiences of your own that may have slipped from memory over the years. As you remember each one, you will be identifying your intuition.

When you do find an example of an intuitive experience, you may find it helpful to consider that simply recognizing that it occurred can give you a lot of information. Identifying an intuitive experience shows you that:

1. You have experienced intuition.
2. Intuition exists.
3. You can access it.
4. You experienced it once and you can experience it again.

These presuppositions may seem so obvious and basic that you never even thought about them. But by becoming conscious of your experiences, you are strengthening your belief that intuition is possible. You can also compare strengthening your intuition to the artistic process. For example, as you learn to paint, you don't become aware of less, you become aware of more. Suddenly, it's not just the primary colors you see. Now there are tints and shades. Your palette expands, offering you a greater range. You're using the same eye you have had all these years, but you have learned to discriminate. You have learned to see minute differences. Likewise, when

you begin to observe your intuitive states, you are, in effect, saying to yourself, "I don't want a fuzzy picture with my intuition. I want to have a real, clear, sharp picture." You are beginning to become more responsible for what goes on inside you. Opening up to your intuition represents a commitment to pay closer attention to how you think and feel.

Once you open up, it is difficult to go back. And you probably won't want to. Once you have seen the color green and you fully understand green, it is very difficult *not* to see green any more.