

DISCOUNTING..

We are not talking about discounts that arise in the market as sales pitches! Though a steady correlation can be drawn! Did I see you raise an eyebrow?

Human constantly and consistently believes another individuals judgement! It's a very common phenomenon we come across on a day to day basis! Starting from childhood. Discounting happens when one looks up to another for an opinion, even-though they have one themselves and believes that their opinion or the process in which their brain processes the information is less valuable!

We constantly look for rewards that pay off immediately than wait for the result at the end! Even if it means the immediate reward is of lesser value! Many times it has get described as a behavioral trait than manipulation of the brain! Our brain, not more than the size of your fist, has an immense effect on us! Emotions range and rage our lives every moment! Least does one understand that the brain is just lump of neurons looking for a pattern that later gets used to it and forces you to behave in the manner you are used to!

Addict? That would be the word I would use to describe our human brain! Why is it so difficult for one to manipulate the thought process instead of allowing our thoughts to manipulate us!

Walk with me as I travel into time and look through Tara's life.

Tara was born into a family of 8. Grandparents, Uncle, Aunty, Cousins and her parents! Born and raised as a single child! Pampered and nurtured! She walks into school and like any other 5-year-old looks over her shoulder to see if the mother is still insight. She has been told girls don't cry. She believes she should not. She has a pleasant day in school! Comes back home with lots to share with her family. Days and years fly by her window. She has never been asked for an opinion nor has she been asked what she feels. Her life's moments are based on what others decide. Red! She always felt she looked her best in red! Her cousins felt it looked bad on her. Gradually she decided red is not her color. She felt she sang well! Her cousins felt she had hoarse voice and singing was not for her! She stopped singing and instead started to hum. She felt bikes were divine! Girls on bikes! No way! Bikes are meant for the men in the family! Tara lets go of that wish! Such stability, patterns of discounting are viewed as individual differences similar to personality traits and behavioral patterns.

"Ostaszewski, in 1996 quoted that Discounting rates correlate with measures of trait impulsiveness and Rachlin and Raeneri in 1992 quoted discounting is similar to impulsiveness. Some believe people with addictions discount themselves more than other normal people. To start with, given the relationship between discounting, impulsiveness and addiction, I feel it is still unclear."

Discounting has a very close effect that arises due to a lesser working memory. People with a lower working memory capacity might be less able to restrict external information overtaking and overpowering their decision-making pattern. Since they feel They tend to discount themselves or regard themselves more steeply due to their inability to withhold cognitive information. There are multiple levels of discounting.

The sheer existence – What am I here for?

Significance – Do I mean anything to them?

Personal Abilities – This is not for me! I can't do this!

Family codependence - Am I capable of keeping my family happy? Am I a good child /spouse / parent?

Professional Capabilities – How am I ever going to finish this project? I better hand it over to someone more capable!

Discounting results in situations that do not have a closure. Situations that take control over you than you taking control of them! When we let options go unnoticed valuing the work of another and not regard ourselves, we fall into the never ending hole of Discounting!

Too much information to process in one read ?

The following articles will showcase the effect that discounting has over Tara's life as she moves into Adulthood.

DISCOUNTING – Part 2

What became a part of her childhood became a habit hard to let go of. Tara had slowly learnt to let her surrounding, people and situation take control over her decisions and thought process. On any given day, she tends to feel that everyone around her is better than her. Smarter, more capable, highly accomplished. She tends to think her cousins are more capable than she is or she can ever be, even when logic tells her that's not true and she quickly hears herself say "You are just pacifying yourself Tara!" In a family dominant with male counterparts, she constantly told her self that she is less significant!

She wrote

I will do anything to feel my worth! I want to be able to achieve! To get away this feeling that says I am worthless! I want to get better. I want to be happy! But how will I do that? Does anyone have any advice? Can anyone point me in a direction that may save me? Why am I looking for others advice even here? Why can't I just take one step a time to better myself? Why am I like this? Why can't others see what I am worth!

She was 19! She went to college, dropped out in the 2nd year. She dropped out because she felt she was not good at anything! She was not good at sports she thought, though she won all her inter college badminton matches during the two years! She has been told constantly and consistently that she is not good and she believed in it! She is good with words, but she can't draw confidence through that! Why? Because others who read it did not find it appealing!

Discounting mostly occurs when from perception rather than the actual case. One draws conclusions based on their experience's! These experiences are not facts and are highly likely to get distorted! When we allow self-doubting act as a parasite, Sorrow sets in! Compensating behavioral patterns set in. We tend to thrive on inflicted false superiority complex! We find ourselves saying "Oh they think too much of themselves!" or "I am sure I can do a 100 times better job at this!"

We move into a bubble abandoning our soul! We create an unusual rhythm that sounds harmonious to our ears but is sheer noise to others! We develop this deep skill of finding faults with others! Tara had started to develop the same! When her cousins looked down upon her, she felt it was her right to look down upon them! She started to criticize! When her brother walked up to her and said "Maybe you should try your hand at home science!" She quickly snapped to him and said, "Why don't you try it! You look half a girl anyway!" When her mom said, clean up the room, she would quickly comment why should I do it all the time? Slowly people started to believe she was rebelling! The common term, black sheep in the family! Whereas in Taras mind, she was still that lone girl, who did not make a difference in any one's life nor in her own!

Discounting arises when others beliefs about you becomes a reality! When you allow their thoughts rule your life!

What matters is what you think of their belief systems against yours! Intensity of the criticism, the feedback, their importance in your life against how important you are to yourself, how relevant is your feedback to yourself, how critical can you get about what you do and above all what you believe about yourself.

Why do I see you think? Does that sound familiar? Are you nudging your soul? Search! If you can, and I suggest that you do, make your memory one related to your current feelings of inferiority. Let me, drop a line here to help you look into your feelings? Have you ever had anyone tell you to stop talking because you have nothing good to say? Or any such episode in the recent past!

Now answer these 5 questions:

What were you thinking when you heard them say that to you?

How would you summarize your emotions at that point?

What did you tell yourself after the remark?

How long did it take for you to disregard the remark?

How intense did you feel?

The answers to these questions will determine if you are discounting yourself.

The posts to follow will take you through the effects that discounting causes in your day to day life and what it did to Tara after she dropped out from college, her short career and then marriage.

Let's go back to the previous blog where we asked ourselves 5 important questions.

- What were you thinking when you heard them say that to you?
- How would you summarize your emotions at that point?
- What did you tell yourself after the remark?
- How long did it take for you to disregard the remark?
- How intense did you feel?

Now, the answers to these would have given you a brief self-review. What is the point in Discounting a thought, a dream, your aspirations and your beliefs? Food for thought here.

Tara had slowly moved on to believing she needs to work. Find a job! She started to attend interviews hoping she will find a job and at least then, her family would take her seriously! The first woman in the family who ventured out to becoming a career woman. Naturally the family objected. How can we let you go to work? What would the elders in the family say? Social Animosity! A stigma that hold people back from achieving what they truly want! She heard her cousins giggle amongst themselves and overheard one of them say, "How is she going to going to hold on to job! I mean how she even going to perform with such bad academics she can't even voice out an opinion!" This had become a sense of doubt in her mind! Will she be able to find herself a job? Will she able to answer questions? What if she makes a fool of herself and the cousins are proved right? What will she do?

Stop it Tara! Stop harping over your ill fate! Stop telling yourself you are not good enough! Pull your sock up and get a life! – A voice she heard one day! She looked around! Thought it could be someone from the family who finally saw that she had material in her! But no! The doorway was empty. None in sight! She heard a feeble voice again. Stop looking around Tara! Look within yourself. You know you are good. In-fact much better than the rest! Why are you doing this to yourself!

She started to ask herself, what do I do differently to feel good about myself? Should I read books? Oh, I saw that advertisement the other day about enhancing myself, should I approach them? She thought. She consulted her friend. She suggested [life transformational coaching!](#) Again, the inability to take a decision shut the idea of, but her friend dint give up! She gently coaxed her and encouraged her to attend workshops on confidence and body language. In a few months, Tara grew more serious about finding a job, and eventually found herself one! She grew into it and saw herself performing but also felt that others were judging her and she was not all that good! So she took up additional help to keep herself upbeat with the surroundings. Time came around for a promotion and her family refused to let her go on. Years passed and Tara found herself happily settled with her family and the happiest with her daughter.

“Mothers are usually the most significant, and consistent figures in our lives!” explains psychotherapist Dr Susie Orbach. As we grow up, we love to imitate our mothers. Our smiles, voices, gestures and tastes cannot help being molded by their influence. The similarities in the way we groom and present ourselves serve as visual testimonies to the closeness of this bond.

Tara realized as her daughter grew up that there was a lot of her own reflection in her. Though her family was extremely supportive and gave her all the freedom she needed, she always kept coming back to Tara for a word of encouragement. Tara found, that her daughter was slowly building a wall burying her true self. Again a case of discounting the inner-self and masking it with a sense of false prejudice. At no point did she want her daughter going through what she went through as child. Every time Tara felt her daughter needed that extra push, she gently encouraged her and told her to keep moving. Asked her to build trust on herself and her instincts. The confidence and the liberating feeling she once felt when she took control of her life! She wanted her daughter to feel exactly that. Tara, started to express herself freely to her daughter and told her how she was a kid and how much she hated herself then. Told her how she one day realized she needed to change and took control. Tara took a bold step yet again though it was for her daughter now!