

ABUNDANCE VERSUS SCARCITY MENTALITY

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In today's work arenas there seems to be a great deal of vacillation between operating/acting from *scarcity* or *abundance* in the way we approach problems, challenges, and people.

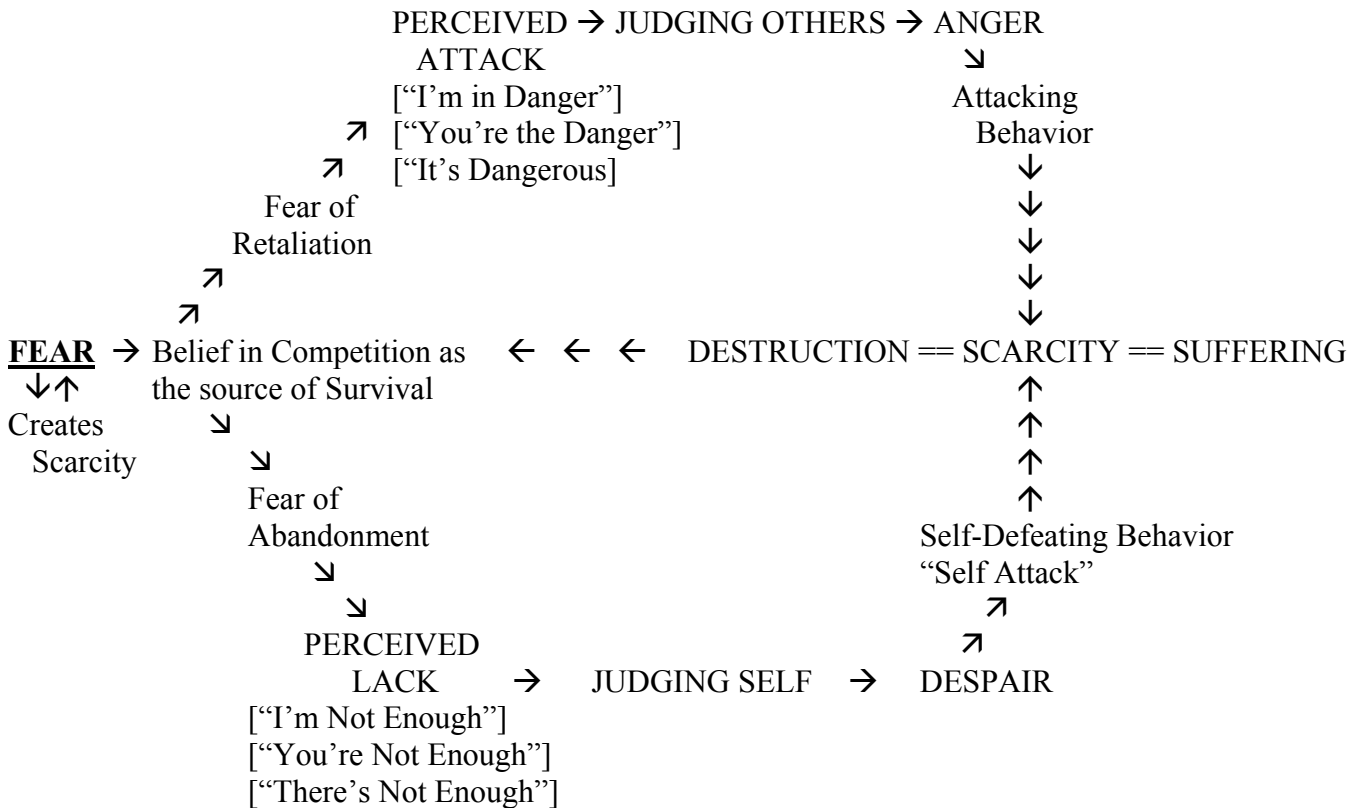
With scarcity mentality there is an underlying belief in competition as the source of survival. This is linked closely with fear, which creates more scarcity, with a win-lose outlook. The fear is focused on abandonment, or retaliation, or both.

Fear of retaliation leads to a perception of attack: "I'm in danger"/ "You're the danger"/ "It's dangerous." This perception leads to judging others, which leads to anger and attacking behavior. This, in turn, leads to destruction, scarcity, suffering, and back to fear and increased scarcity mentality.

Fear of abandonment leads to a perception of lack: "I'm not enough"/ "You're not enough"/ "There's not enough." This perception leads to judging self, which leads to despair and self-defeating behavior/ "self attack." This, in turn, leads to destruction, scarcity, suffering, and back to fear and increased scarcity mentality.

A flow chart or schematic might look something like this, beginning with FEAR at the left:

SCARCITY MENTALITY The Law of Deprivation

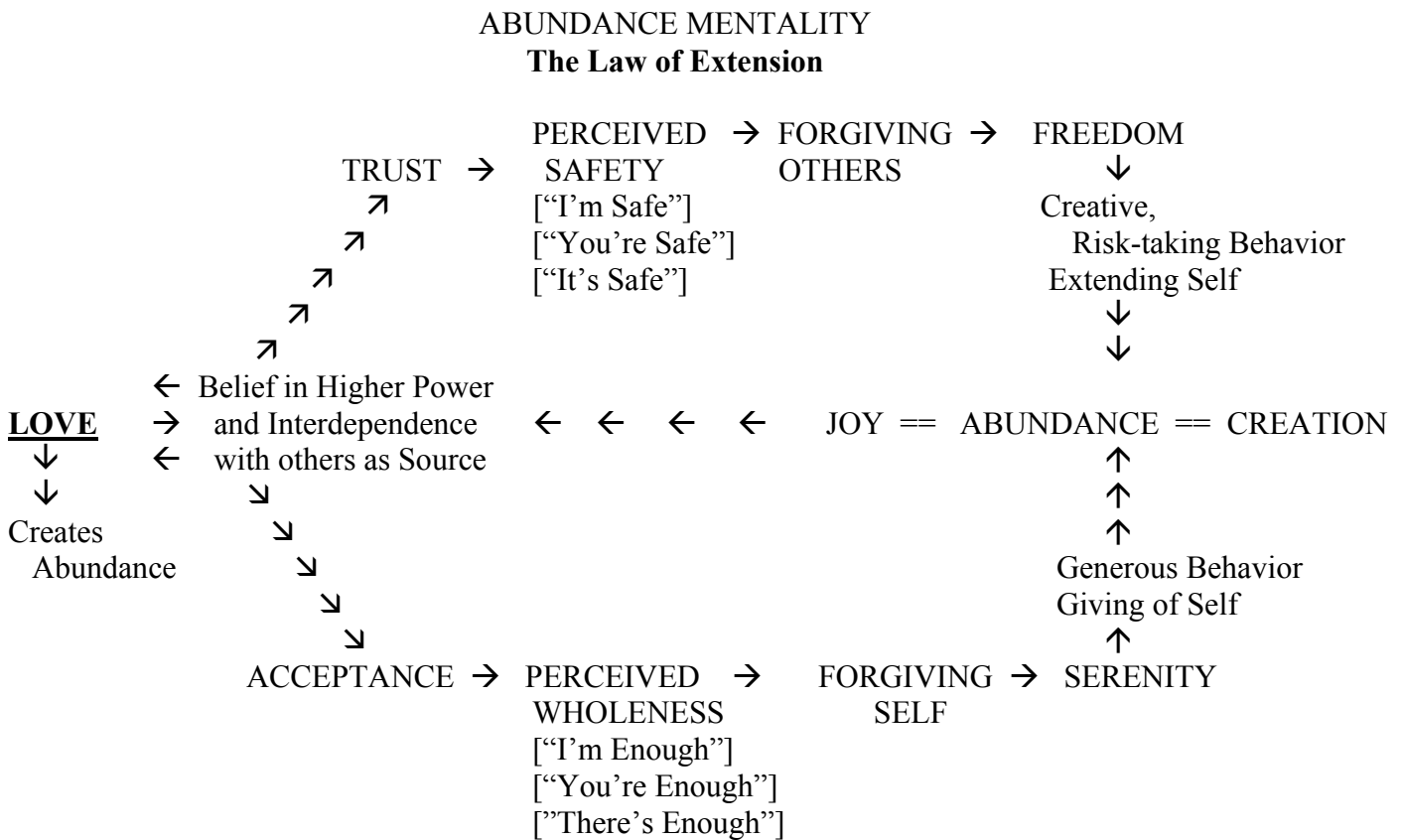


On the other hand, with abundance mentality there is a belief in a Higher Power and interdependence with others as source (being equitably resourceful to each other). This, in turn, is closely linked with love, which creates more abundance, with a win-win outlook. The love, faith in a Higher Power, and interdependence with others all focus on acceptance and trust.

With trust there is the perception of safety: “I’m safe”/ “You’re safe”/ “It’s safe.” This leads to forgiveness of others, which leads to freedom, which then allows for creative, risk-taking behavior and extending self. This leads to creation, abundance, and joy, and back to faith in a Higher Power and love.

With acceptance there is the perception of wholeness: “I’m enough”/ “You’re enough”/ “There’s enough.” This leads to forgiveness of self, which leads to serenity, which then allows for generous behavior and giving of self. This leads to creation, abundance, and joy, and back to faith in a Higher Power and love.

A flow chart or schematic might look something like this, beginning with LOVE at the left:



The successful organizations and people of today—and of the future—consciously choose and strategize to operate and function from an abundance mentality. If it is not collaboration and win-win, then it will be destruction and lose-lose. This *attitude* of abundance and full potentiation for all participants is **absolutely critical** to the successful person and successful organization of today and tomorrow.