



THE REGENERATIVE BUSINESS DEVELOPMENT COMMUNITY

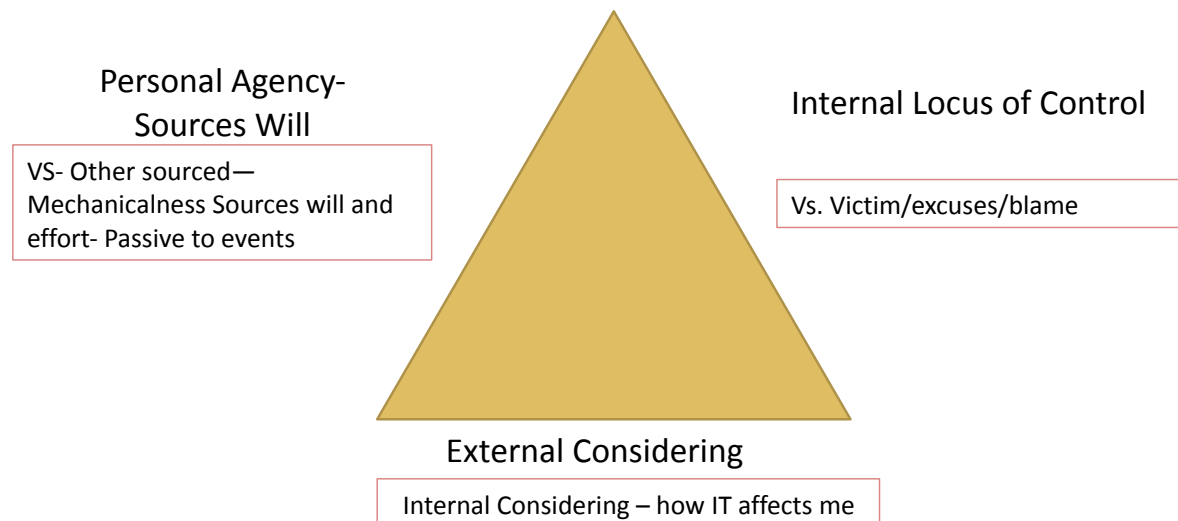
WITH CAROL SANFORD

STRATEGY #2-2 JANUARY 18, 2019

Strategy Thinking

SESSION 2-2 1.18.19

Philosophy of Regenerative Strategy



REFLECTION—prime driven of development

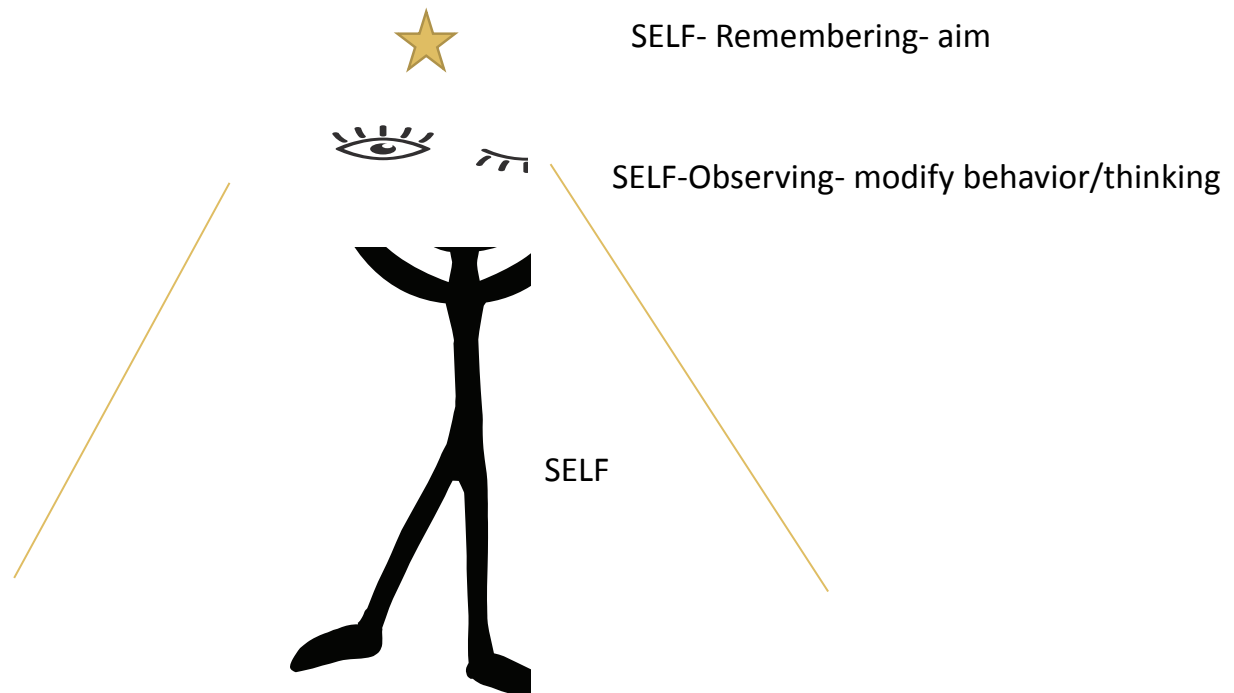
Self-Observing

- A process of observing and match my behavior and performance to my aspirations in the context of what I think is right
- Reflection after an event .

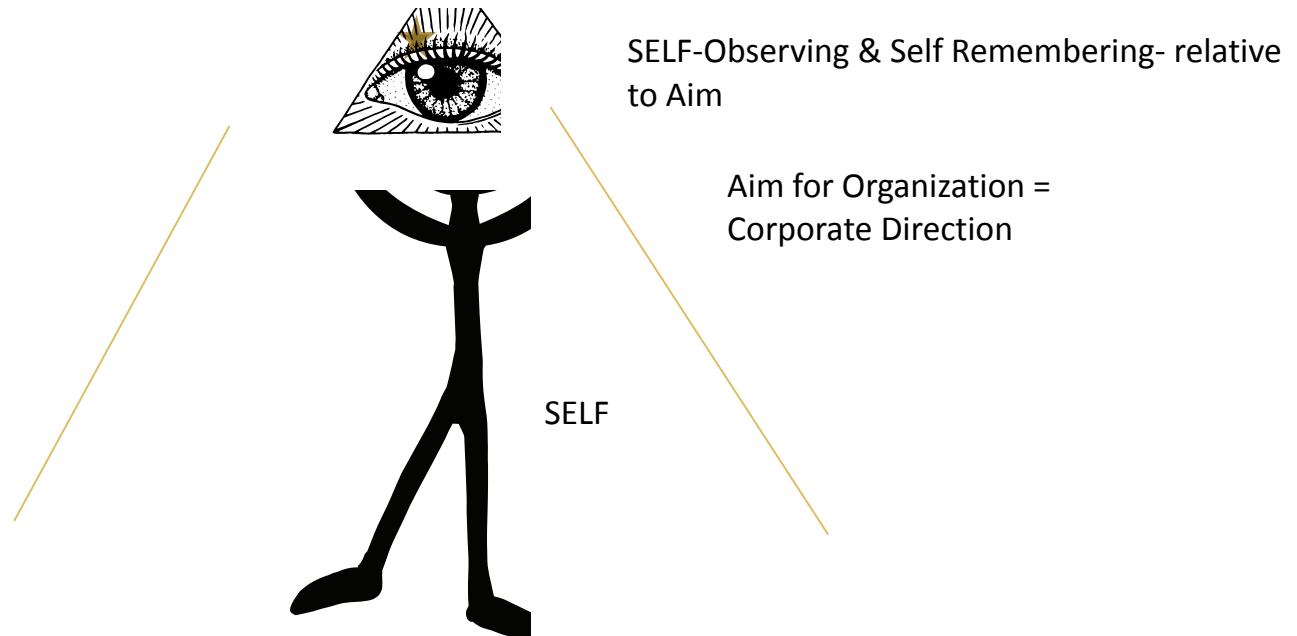
Self-Remembering

- A process to sustain a desired focus on a subject or a chosen personal self- directing aim, to be at work in our thinking and behavior. Operating at a level of conscious energy or as a two selves. The watcher and the doer!
- Self-remembering requires the determination of the self to remind oneself of an aim, in real time. Therefore, one chooses a personal aim of 'how we want to be' in the next moment or through time.

Consciousness using Reflection



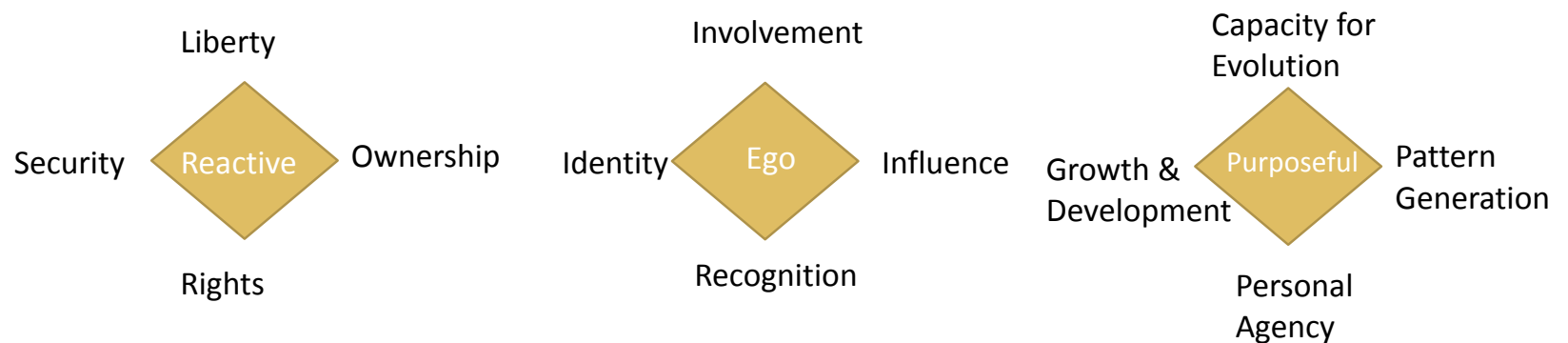
Consciousness using Reflection



Reflection: Prime Driver of Development

Reflecting on our time since last session as a cohort. Assess Yourself as an individual & team?

1. Where, in what way, did we (and myself) engage others back in the business on this work?



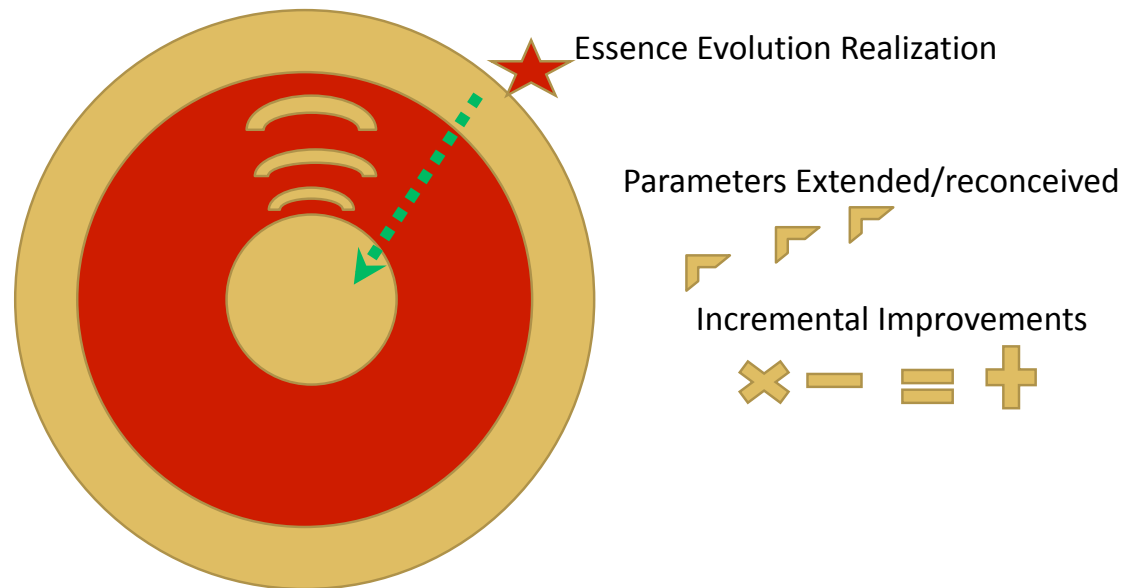
2. What was the effect?

3. What might I learn from this about yourself? Co-hort And how evolve next time? What is personal Aim?

Small Groups

1. Share some of your reflections on the 3 Human Capacities and their importance
2. Examine you own leadership
 - Where do I become inappropriately reactive?
 - Which of the four aspects sources that
 - And where the aspects of EGO look familiar in other settings
 - What might be helpful to moving off that trigger?
3. What are one or two situations where it would serve us all, if I moved to a purposeful position in my mind and action? Walk around the 4 aspects of purposeful and think about that situation and what would help that shift
4. What would be the value of introducing this framework on Modes of Being into my organization? Where and how will I do that? Complete this thinking exercise back at your organization and execute on it. Do this several times on a topic or situation that reoccurs (e.g. staff meeting) Share the outcomes and process with CoHort 1 before we meet again in April. Make use of this framework a ritual in your organization.

Strategic Implementation:



Strategic Thinking

Essence Realization- at a phase in Product offerings evolution, to move in a disciplined way toward the essence of the offering, its material, relevant technologies within business corporate Direction.

Parameters—Strategizing on current upper and lower limitations; articulating, at each phase or era, moves to are made toward the essence value as shifts in capability, technology, or competitive dynamics unfold. The defining parameters are examined by phases of value-adding processes.



Incremental— Seeking refinements and concentration/focus within the current parameters

Parameters and their power

a parameter is an element of a system that is useful, or critical, when identifying the system, or when evaluating its performance, status, condition, etc. Ability to operation.

- Contrast: A variable is one of the many things a *parameter* is not." Variable are interdependent in movement, the speed of the car, depends on the independent variable, the position of the gas pedal.

Parameter is a geometry term meaning a "measurable factor which helps to define a particular system" in terms of its ability to perform, exercise it status. It is, a limiter, ,a constant, which when changed, allows the system to evolve and change..

Parameter define the limits of how something or someone can operate. E.g. the boundaries, limits of a negotiation or game.

musical parameters: Rhythm, tempo, harmony, melody, instrumentation, dynamic, texture, genre, form and temperature. Can be used for measurement

International monetary policy is a boundary in international supply systems. As it weather.

They are often assumed to be immovable and fixed rather than a constant at a point in time or space that serve as blinders.

It tightly constrains and limits further movement or evolution until moved. Some parameters

Small Group and in follow-up sessions

1. Consider the Essence and Corporate Direction of your business. How well do we **use our Essence and Corporate Direction in day to day decisions to execute consistent with it**. Where might it be most effective way to do so, from your work as leaders? Where is there a compelling case to be made to shift to a new phase with our business based on our Essence-Sourced Corporate Direction. One or two ideas, vs brainstorming. (engage co-hort #1 in this conversation.

2. What are the current boundaries in our industry, nations, supply systems, raw materials, regulations that affect each of the four master phases in the Value-adding process? What can we affect? What do we need to partner to affect? What do we need to be ready to seize as that parameter moves? Redesign around them, prepare to move when they move,

Given these first two explorations, What are the incremental work we can do now, within the parameters we are currently bounded by, let's plan for how to re

TRBDC- Next Session

March 1, 2019

11 am- 1 pm PT

Between Sessions- Use Frameworks and Reflection on many subjects. Use Modes of Being & Human Capacity Triad to reflect in meetings, on decisions, and with events.

Engage your organization in today's work! Next week and two weeks out. Build a bi-weekly ritual!