



THE REGENERATIVE BUSINESS DEVELOPMENT COMMUNITY

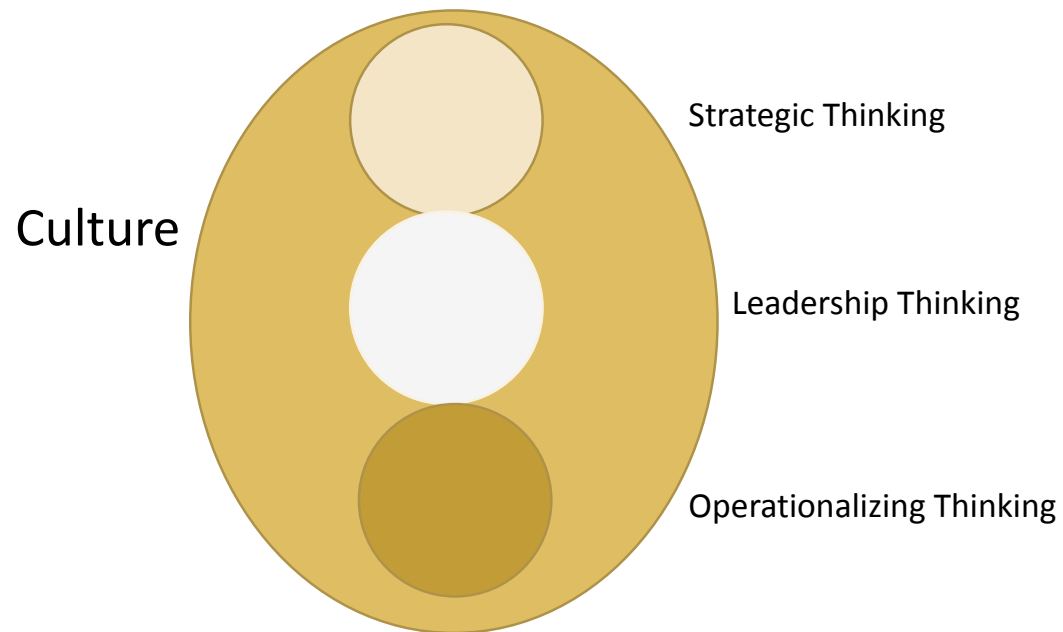
WITH CAROL SANFORD

Leadership Overview

SESSION 1 — 1.11.19



Whole of a Business



Decision-Making- A leadership process

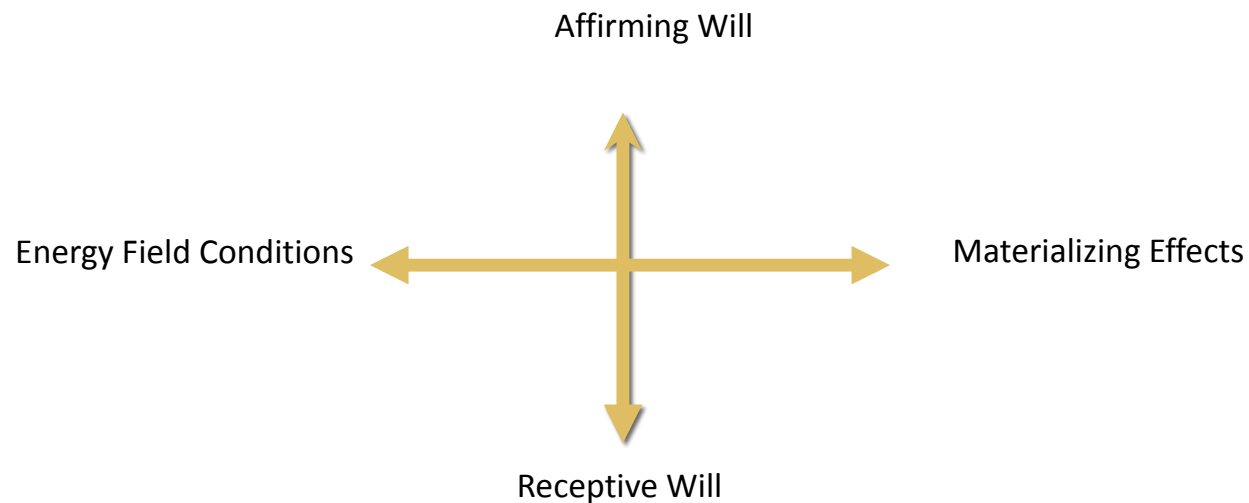
Aim: Capture the power of our individual, group and organization process via **CONSCIOUS decision-making**; such that we shift our **Will and Capacity to move** buyer markets, industries and our own non-displaceability thereby affecting social and planetary imperatives.

Overcome tendencies to get hooked and trapped in automatic! Vital!



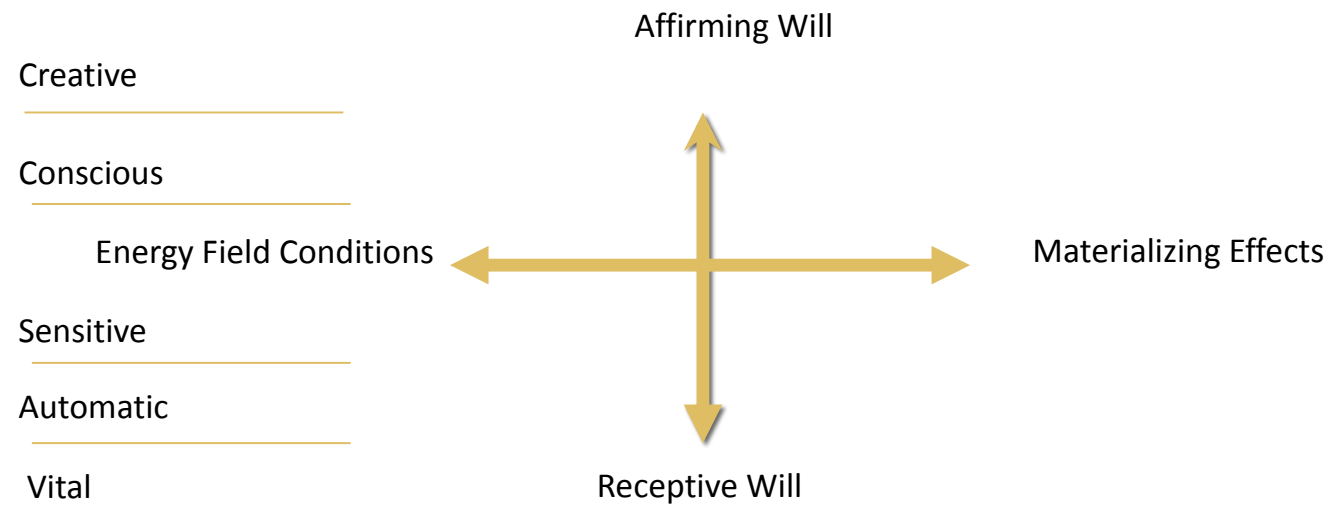
Improving Nodal thinking— Judgement and Discernment

Appreciative Mental Process:



Improving Nodal thinking— Judgement and Discernment

Appreciative Mental Process:



Breakout group work: Appreciative Mental Process

Select a week recently and examine; focus on a decision process

1. With intention to improve our capacity, **reflect on:**

- Where we are **automatic**? Is there a pattern here to be mindful of?
- When were we using **sensitive energy**? E.g. We were *noticing and aware* which changed our action?
- What lifted us to consciousness? Keys- we used a *living systems framework*? We paused and *reflected* as individuals and collectively, using the framework. WE were looking at *the effects of HOW we were thinking* as well as WHAT we were thinking about?

2. In what ways did we use **appropriate and less appropriate affirming and receptive will** as we worked? Personally, and as a team? Where is there a pattern shift that might help in either arena?

3. How might we **shift the EFFECTS** we can materialize by improving our observation and management of our Appreciate Mental Process. How does it form a Field of Energy?

Handout

Appreciative Mental Process

An additional and more extensive small group Exercise in on the website.. Go as far as you can in the short time and com

Listen to the Overview of Next year with the Appreciative Mental Process in mind.
plete after the session. Set a time to engage back with the organization

Restraints to Energy role: Energy Drains

Fabrication

The process in which we oftentimes engage for the artificial construction of a *projection* representing an untested or unexperienced impression of reality.

Identification/Identifying

The process in which we oftentimes engage where we are unable to rid ourselves of the impressions we have *ascribed importance* to.

Waste

The process wherein we oftentimes continuously invest energy into mental or physical *activities* which lead to no mutually agreed upon productive outcome.

Energy Drains (cont.)

Fear

The process wherein we oftentimes find ourselves unable to appropriately relate *self* to the situation at hand.

Subjectivism

The process wherein we oftentimes lose our connection with the relativity that rationally exists in our universe(s) and therefore *cause ourselves* to be central in importance.

Attachments

The process wherein we oftentimes make certain *assumptions* that the environment is fixed and therefore provides us with an unchanging range of opportunities.

Leadership is...

Consciously **translating focused Strategic Direction** (6 arenas) that fosters meaning and effects

Creating an **evolving culture** that fits the changing dynamics of the universe in which it does business (inside the business and outside into the industry)

Design and create strategically connected **motives for attracting Spirit and Willfulness** of the stakeholders to the business and ecosystem viability.



Six Aspects of Leadership

Create A Working Stakeholder System	Strategizing Culture Integration & Evolution	Translating, targeting, and pursuing Strategic Intentions
Possibilities— Assess and Create re Strategic Direcion	Translating Competing Dynamics re Corporate Direction	Turning Competing Strategies toward Industry Transformation



Two Being Aspects of Leadership—

Create A Working Stakeholder System		
Possibilities Assess and Created re Strategic Direciton		

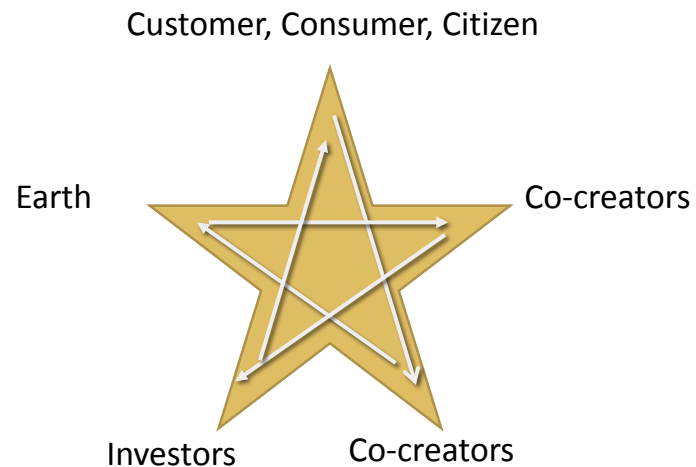
Design and create strategically connected **motives for attracting Spirit and Willfulness** of the stakeholders

toward the business and ecosystem viability.



Creating a Working Stakeholder System

Quintessential Top Line- evolving an ecosystem



Two Will Aspects of Leadership

Strategizing Culture Integration
Translating Competing Dynamics re Corporate Direction

Creating an **evolving culture**
that fits the changing dynamics
of the universe in which it does
business

(inside the business and outside
into the industry)



Two Functional Aspects of Leadership

Translating,
Targeting and
Pursuing Strategic
Intentions across the
Organization

Consciously translating Strategic
Direction (6 arenas) by fostering real
meaning and effective execution

Turning
Competiting
Strategies into
Industry
Transformation

For the business and all in the
ecosystem

Small Group and with larger organization

Using the Appreciative Mental Process. Assess your discernment on the six aspects of leadership.

- First on each one

Second on the whole of the six?

Third....



Small Group continued

Third, Your overall reflections on—

Where are you getting it about right?

Where and to what are you under attending

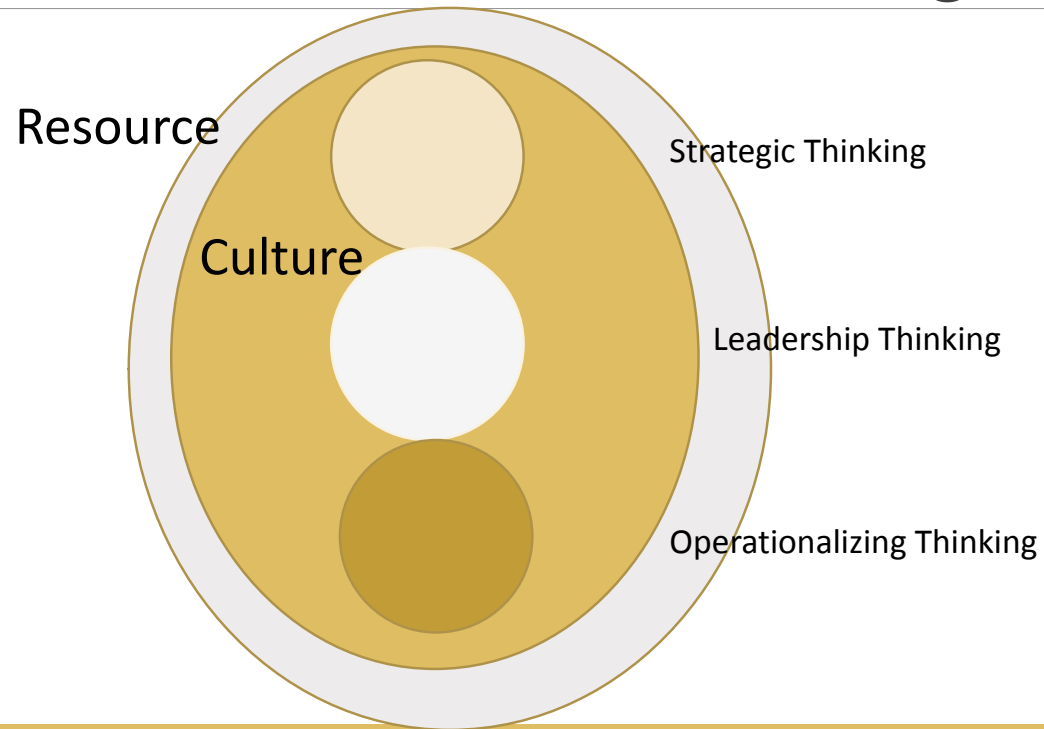
Where are you over attending and creating imbalance?

Fourth, How does each **specific** energy drains affect your judgment/discernment? Over and under attending?

Personal and Group work will be helpful.



Whole of a Business- Evolving



Living Systems Strategic Thinking

Leadership Role

and work

We are working to systems as alive, dynamic and evolving toward essence expression.

What seem core to this way of working?

What restrains it?

What development work as a new pattern will help make this more conscious? End of each meeting, part of planning? Pick a couple for the whole organization and think how to lead this across the system?

Next Meeting: Session Seven

March 22, 2019

11 am- 1 pm PT

