

# **How to negotiate and innovate on the fly in the VUCA world!**

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# My intention...

- \* To teach you how to tap into your imagination and intuition, to make reliable decisions quickly
- \* To address the role foresight leadership plays in negotiating and innovating “on the fly” in the VUCA world
- VUCA = Volatile, Uncertain, Complex, Abstract

# “On the fly”

= “Saying or doing something quickly or in passing” [Urban Dictionary]



# Today's leading businesses...

- \* Require “balanced” leaders with foresight
- \* They predict and prepare for the future, by focusing on innovation and possibilities
- \* They reflect on the past and respond to the present

# Negotiate and innovate on the fly

## Why learn this skill?

- \* Stay relevant
- \* Improve deal making, innovating, productivity, relationships
- \* Fulfill your company's purpose
- \* Transform your business or city EG Dubai: To become “the happiest and smartest city on the planet”

# Negotiation and innovation are...

- \* Like cracking... “opening a safe without the combination or key”
- \* Do you know how to crack a safe (\*smile\*)?
- \* Like safe crackers, masterful negotiators and innovators tune into and access The Vault of answers, ideas, insights etc.
- \* I'll show you “how”... now!

# Negotiate and innovate on the fly

## Five-step process

1. Identify your Intuitive Channel (once only).
2. Clear daily mental clutter.
3. Set clear daily intentions.
4. Receive and record answers.
5. Act on aligned answers.

# Step 1: Identify your intuitive channel

- \* What is your most used daily word?
- \* Is it: I **see, hear, feel, or think/sense?**
- \* Move to the column on the right of that word.
- \* Find your Intuitive Source and Channel: the “how to” of accessing The Vault of answers, ideas, insights etc.

# Step 1: Identify your intuitive channel

Most Used Daily Word	Intuitive Source	Intuitive Channel
See	Third Eye	Clear Seeing
Hear	Throat and Ears	Clear Hearing
Feel	Gut	Clear Feeling
Think or Sense	Crown	Clear Thinking

## Step 2: Clear daily mental clutter

- \* Become aware of, and humbly let go of your resistance: limiting beliefs, values, attitudes etc.  
EG Limiting belief = Negotiating and innovating on the fly isn't possible.

## Step 2: Clear daily mental clutter

*Have you ever felt lost?*



## Step 2: Clear daily mental clutter

- \* What was the context in which you felt lost?
- \* What was your mental, emotional and physical state?
- \* How did you potentially release your mental, emotional and physical tension, constructively?

# Step 3: Set clear daily intentions

- \* Translate VUCA into SCSC, your "I don't knows" into specific questions.
  - EG 1 What is the best negotiated alternative for “us”?
  - EG 2 What is the unmet or emerging consumer need: problem or opportunity before us? How could we meet that consumer need?
- SCSC = Stable, Certain, Simple, Concrete

# Step 4: Receive and record answers

- \* Allow your brain to ruminate.
- \* Receive input via your Intuitive Channel.  
E.G. People in technology are often "D" Collaborators:  
adept at solving complex problems via Thinking/Sensing.
- \* Quickly, succinctly jot down or voice record this input.

# Step 4: Receive and record answers

Intuitive Channel	Collaborator Type & Strengths
<b>Clear Seeing</b>	“V” - Visual Type: Big picture visioning, Leading...being seen, Organizing, Planning, Project management, Timing
<b>Clear Hearing</b>	“A” - Auditory Type: Ideas and inventions (including the stage), Like to be leaders, Prefer to be implicated at the start or finish of a project or other activity (get bored in the middle)
<b>Clear Feeling</b>	“K” - Kinesthetic Type: Creativity, Decision making, Details, Final touches, Quality control, Team rapport and morale
<b>Clear Thinking</b>	“D” - Auditory Digital Type: Analysis, Complex problem solving, Details, Ensuring order and maintenance, Planning and sequencing, Project development and prevention-safety

# Step 4: Receive and record answers

To stimulate meaningful creativity and productivity:

- \* **Clear Seeing:** Do visioning exercise. See dance recital.
- \* **Clear Hearing:** Verbally bounce ideas off others. Attend musical concert.
- \* **Clear Feeling:** Bounce ideas off others via writing. Do MBWA, or what emotionally moves you.
- \* **Clear Thinking/Sensing:** Fly for business. Highway drive. Do yoga, tai chi, other free-flowing classes.

## Step 4: Receive and record answers

- \* Do you feel sleepy now?
- \* Like Einstein and Edison, you can leverage the theta brain waves experienced 5 to 15 minutes upon nodding off, awakening, or going to sleep.
- \* Half-asleep moments can be rich with answers.

# Step 5: Act on aligned answers

- \* Entrepreneurs need to be willing to take risks, even if all of the information isn't perfect (or complete).  
~Jack Uldrich, Entrepreneurs Need to Embrace Futurism, Forbes, July 27, 2016
- \* Act on aligned answers received via your Intuitive Channel; they'll sync with collaborators' and teams'.

# Q's & A's...

# More info...

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