

March 17, 2010

Time for Points to Ponder

"The most common cause of executive failure is inability or unwillingness to change...keeps on doing what he has done successfully before is almost bound to fail."

-- Peter Drucker, management expert

... How often, every week or even every day, do you make assumptions? Erroneous assumptions? Are these assumptions based on

- your frame of mind,
- the high priority items that have enveloped your thinking,
- your previous overall experience with that situation,
- your prior dealings with that individual person
- wishful thinking or self-deception
- your own abilities, limitations, biases or prejudices

When we are faced with having to make a quick decision, usually any decision will do. The challenge is to pause, step out of comfort arena, our thinking box, and raise new questions that can result in more efficient processes, more realistic goals and more creativity in finding solutions.

What action can you take to improve your own thinking development?

- Inspect the information: Is it relevant to the problem? Is there another way to slice this data? Is the information providing what you need to resolve the problem, or is it simply the information you've always looked at?
- Diagram your thinking process: Mind mapping tools are useful for this type of activity. It allows non-linear activities to be visually documented and helps you break free of your standard thinking-box.
- Ask "What if" questions. "What if we tried it this way?" "What if we looked at the problem from another perspective - the customers, the accounting department, the sales department?" "What if we rearranged the process?"
- Plot out the consequences for each "What if ...?" question. Are you getting a better result with less confusion? More productivity with fewer chances for error?

Conclusion Changing your deeply-ingrained thought processes is a conscious decision, one that many times you cannot afford not to make!

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A related article, [Office Salad Dressing - Resolving Workplace Conflict](#) is available on my website. Look for more articles to be posted in the areas of Emotional Intelligence and Brain Science - my research continues!

Have you taken one of our short self assessments? We have one on [Personal Excellence / EI](#) and an [interview with IBD](#) to give you some additional pointers.

Do you want proven strategies to increase team morale and reclaim your own time? Shari addresses behavior and personality issues in her keynote "Amy & Tex Duke it out in Denny's" and her workshops. *Book Shari now* to experience an edgy perspective on building a high-powered team, resolving conflict and raising your own personal excellence. If your team shows signs of not "playing nice in the company sandbox"... [Contact Shari](#), 281.992.4136 to schedule your own personalized hands-on session.

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