

Paradigm Pioneers (Joel Barker Discovering the Future Video Series)

Paradigms = are about patterns of behavior and the rules and regulations we use to construct those patterns.

We use those patterns first to establish boundaries, and then to direct us on how to solve problems.

Paradigm Shift = begins when the rules change as a result of an individual discovering a new pattern for problem solving, whether with an innovation or a new idea.

As a result of a paradigm shift, the standard way of doing business can become obsolete or irrelevant.

A successful paradigm shift will require the work and talents of many people each playing different roles, and contributing different skills.

Paradigm Shifter: Is the one, who, with intuitive genius and flash of insight visualizes the new idea.

Paradigm Pioneers = are the people who drive the new paradigm from rough concept into practical application; Without waiting for the full picture, or all the details, they realize the importance of the opportunity and act.

Settlers = Are the people, internal to the organization, who do all the refinements after the paradigm pioneer has driven the concept to practicality. They play a crucial role in completing the development of a new paradigm.

I. Characteristics of the Paradigm Pioneer

- a. **Intuition** – is the ability to make good decisions with incomplete information.
- b. **Courage**- is the second essential attribute of the paradigm pioneer; It is the willingness to move forward in the face of great risk. Courage allows the PP to act upon his intuition.
- c. **Commitment to the Long Term**- PP understand how much time it takes to go from rough concept to a working paradigm and are willing to invest their time and resources.

Notes _____

Kaizen

Every day you must find some small way to improve an aspect of your product or service and the process by which it is created and delivered.

Japanese Concept of
Total Quality
Deming and Juran