



THINKING WAVELENGTH
PDF GUIDE

◆
LIFEPLAN

SESSION

6



THINKING
WAVELENGTH







WATCH "THINKING WAVELENGTH"

Where do you make your greatest contribution?
This tool is about how we're hard-wired in our thinking.
It's about how we relate to change, risk, and opportunity.

We have a hard-wired "high-contribution zone", and there's no right or wrong here. We can then measure this zone against where we are living today, which helps us to understand how aligned or disconnected we are to our sweet spot.

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In this video, you will hear Tom Paterson's name mentioned. Tom is the founder of the Paterson Process.

Tom's accomplishments prove his process. To name just a few: he invented the PIN technology still used in ATM's today, collaborated with the Disney brothers on Space Mountain, and worked with the Reagan administration to open the Chinese government to foreign trade. Peter Drucker called him the "greatest process thinker in the world."

Over time, Tom developed his unique approach to strategy into a replicable process and passed his knowledge on to a new generation of strategic guides. Today, these certified Facilitators use

the Paterson Process to help you or your organization gain perspective, look ahead and put a clear plan in place.

Whether it's *StratOp* - our proven system for organizations, or *LifePlan* - designed for each unique individual; the Paterson Process is crafted around insightful questions and accessible tools, to guide you to clarity, breakthrough, and growth.

Today, Tom lives in Fort Collins, CO. He remains focused, with all of us at *Paterson*, on passing on his processes to those gifted and passionate about helping individuals and organizations discover and live their unique purpose.



*Life's too short to
live outside of your
"sweet spot."*





WATCH

"YOUR THINKING WAVELENGTH"

6

*It's time to discover
where you are on the
Thinking Wavelength*



THINKING WAVELENGTH

This set of tools should take 45 minutes

WATCH THE VIDEO AND ANSWER THESE SIX QUESTIONS WITH ANY NUMBER BETWEEN 1 & 10

Don't answer what you think someone else wants you to answer. What we're seeking is truth about your sweet spot. Your honest assessment of yourself. **There is not a right or wrong answer.** A higher number is not better than a lower number.

<i>questions</i>	<i>specifics</i>	<i>1 – 10</i>
<i>what is your relationship to</i> RISK?	1 Does not like risk. Immediate reaction is to resist. 10 Embraces risk. Attitude toward risk is, "Let's go!"	
<i>what is your relationship to</i> CHANGE?	1 Does not like change. 10 Thrives on change. Will create their own change if change isn't happening.	
<i>how many VARIABLES can you have in your mind at one time?</i>	1 Thrives with one or two variables. 10 Comfortable with lots of variables. <i>Note: this is not about multi-tasking. A variable is an idea or project in some stage of development.</i>	
<i>how do you think</i> LOGICALLY?	1Walks step-by-step through a thought process, pausing often to ensure understanding. 10Can take quantum leaps in thought. The gaps will be filled in later, or may not need to be filled in.	
<i>what is your relationship to</i> AMBIGUITY?	1 Does not like ambiguity. Prefers concrete information before moving forward. 10 Can live with a lot of ambiguity, without stress or anxiety. Assumes ambiguity will play itself out.	
<i>what is your relationship to</i> OPPORTUNITY?	1 Sees problems and tasks associated with any expressed opportunity. 10 Sees opportunity everywhere. Yesterday's opportunities are history.	

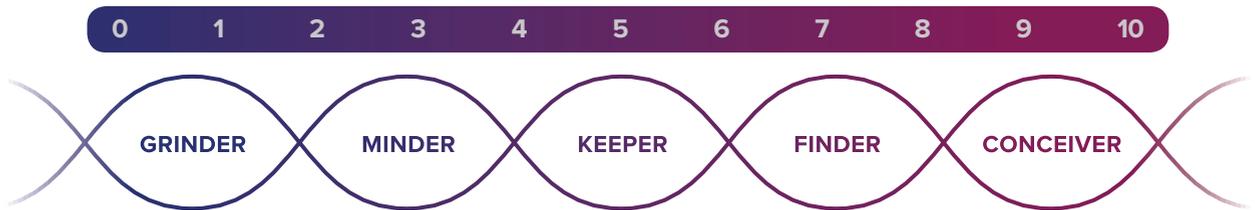
TOTAL: Add up your total from the right column, and **DIVIDE BY 6**. Write that number here. Then flip to the next page to plot your number on the Thinking Wavelength.



THINKING WAVELENGTH

**PLOT YOUR NUMBER FROM THE PREVIOUS PAGE
ON THE THINKING WAVELENGTH BELOW.**

Draw a bell curve down from your number to identify **YOUR SWEET SPOT**
(aka your "high-contribution zone").



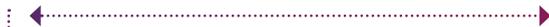
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**ADMINISTRATIVE/
OPERATIONAL**



Risk averse
Resists change
Few variables
One step at a time
Low tolerance for ambiguity
Problem/task oriented

**SEES/APPRECIATES
BOTH SIDES**



**STRATEGIC/
DEVELOPMENTAL**

Welcomes risk
Embraces change
Many variables
Quantum leaps
High tolerance for ambiguity
Opportunity oriented



READ

GRINDERS

Grinders get the work done. They are detail-doers. Grinders document things, are risk-averse, like few variables, take things one step at a time, have a low tolerance for ambiguity, understand tasks and the need to solve problems, handle administrative details well, and deliver working drawings.

Grinders will do the same thing over and over again, year after year—and love it. If you change the way they do things, you'll hear from them. The world cannot operate without grinders. They proudly grind it out, day after day.

MINDERS

Minders can manage a unit team, having both the people skills and the organizational abilities to do so. They can supervise the performance of work. They function best as frontline supervisors, have the ability to diagnose problems, “mind the store,” and put out “fires.” They can run a department or program and manage people.

Minders are usually supervisors, teachers, chief engineers, section leaders, program leaders, and foremen. They can be counted on to keep existing processes and teams functioning and running well.

KEEPERS

Keepers are capable of managing the whole organization, possessing an appreciation for the administrative and the strategic. They have both concrete and abstract thinking skills but will be biased to the administrative/operational work. They make great mediators in conflicts, good personnel managers, directors of departments or ministry programs, plant managers, and executive assistants. They handle details and see the broader vision. They handle many variables, are organized, and good with people.

FINDERS

Finders are abstract thinkers, so they oftentimes don't complete the paperwork that concrete thinkers require. They may appear to be loose cannons in a group structure. They are innovators and creators.

Follow-through is not always their strength. They need grinders, minders, and keepers to follow in their wake of creativity. They sense and seize opportunities, spot voids and fill them, are bored by a steady state, love a new challenge, and must be thrown “raw meat” regularly.

Finders are usually an entrepreneur, chief executive officer, chief visionary, leader of a product or market, joint venture leader, or advanced development engineer. Finders want to ensure their ideas work in the first-generation prototype—once they are assured that it does, they must hand it off to a keeper to build upon. Then they find something else to develop.

CONCEIVERS

Conceivers are usually bright, articulate and persuasive, but they don't bring things to closure. They work best in universities and research laboratories. They cannot manage others well, and their ideas rarely become commercialized. They may be criticized for “all talk and no follow through.” They embrace risks, can make quantum leaps, welcome change, produce concepts, enjoy many variables, are opportunity-oriented, have a high tolerance for ambiguity, and love the forty-thousand-foot macro-view.

Conceivers are theorists typically employed as researchers, philosophy professors, theologians, and innovators.

*You are who you are.
Gaining clarity and truth about
yourself helps to determine
what needs to change.*





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LIFEPLAN

Discovering where you are on the Thinking Wavelength is the first step towards closing the gap between your sweet spot, and where you're currently living your life.

**SIGN UP FOR THE FULL LIFEPLAN ONLINE COURSE
TO CONTINUE YOUR JOURNEY.**



PATERSON