

Intuitive Thinking

PMI

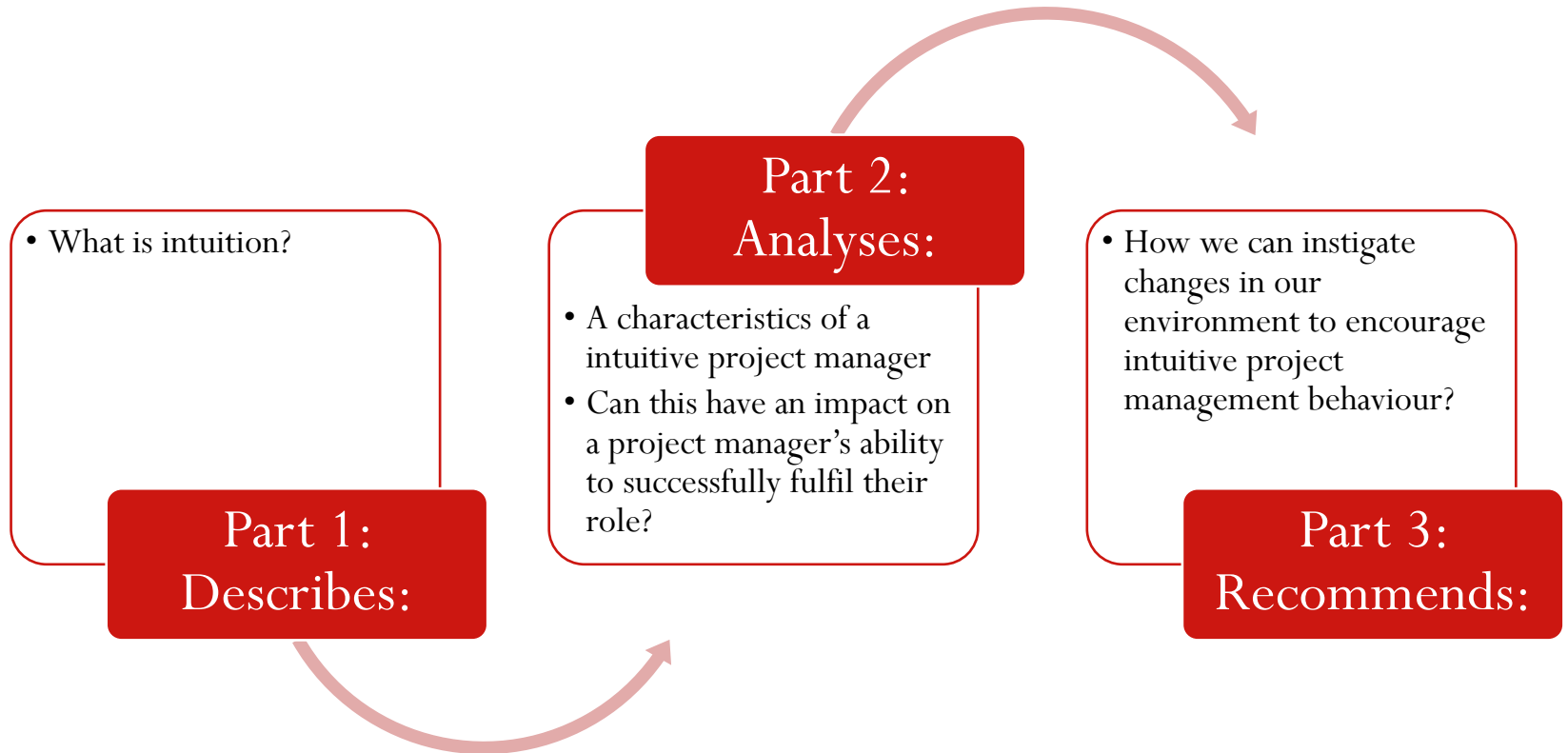
Adelaide, October 2012

Lisa Twyford

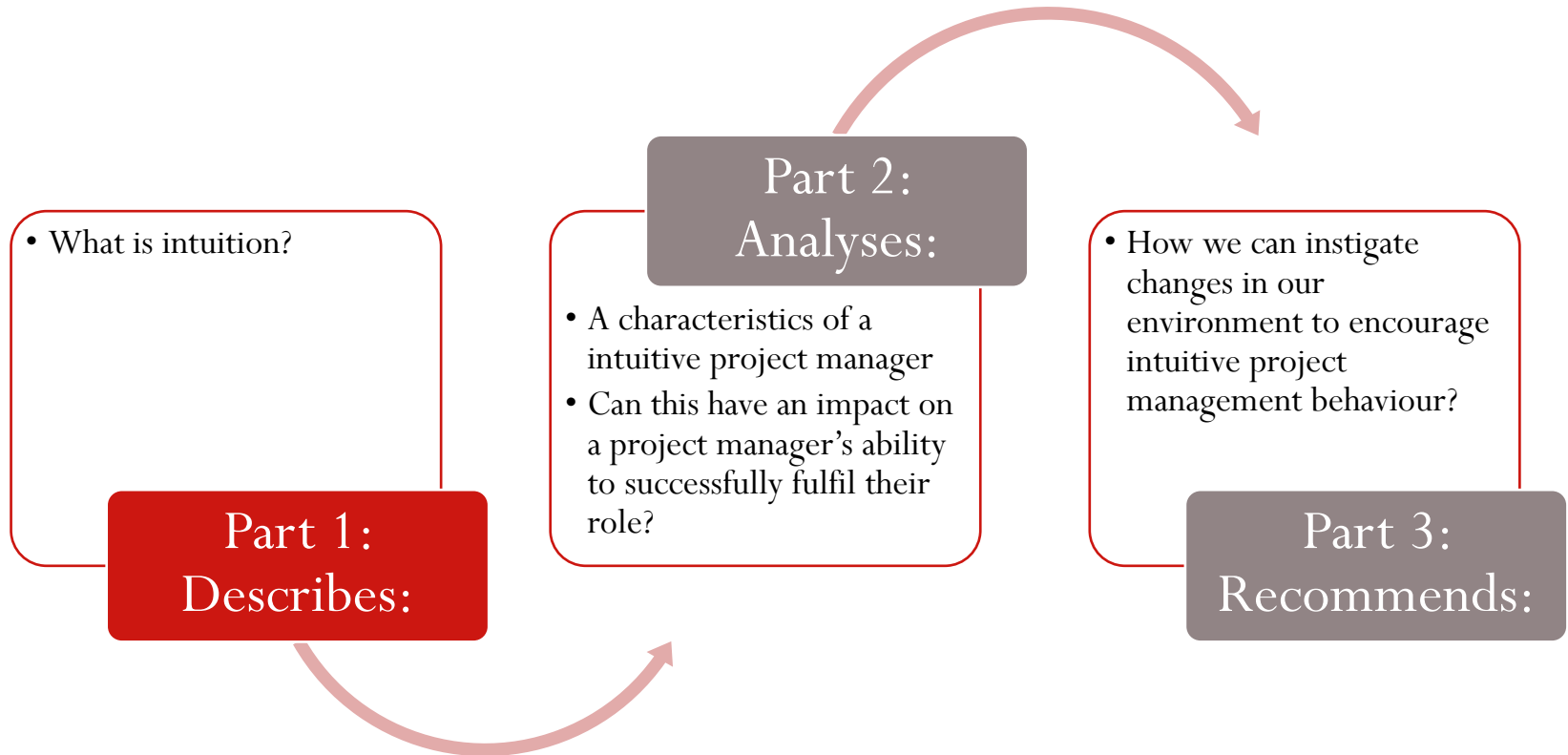
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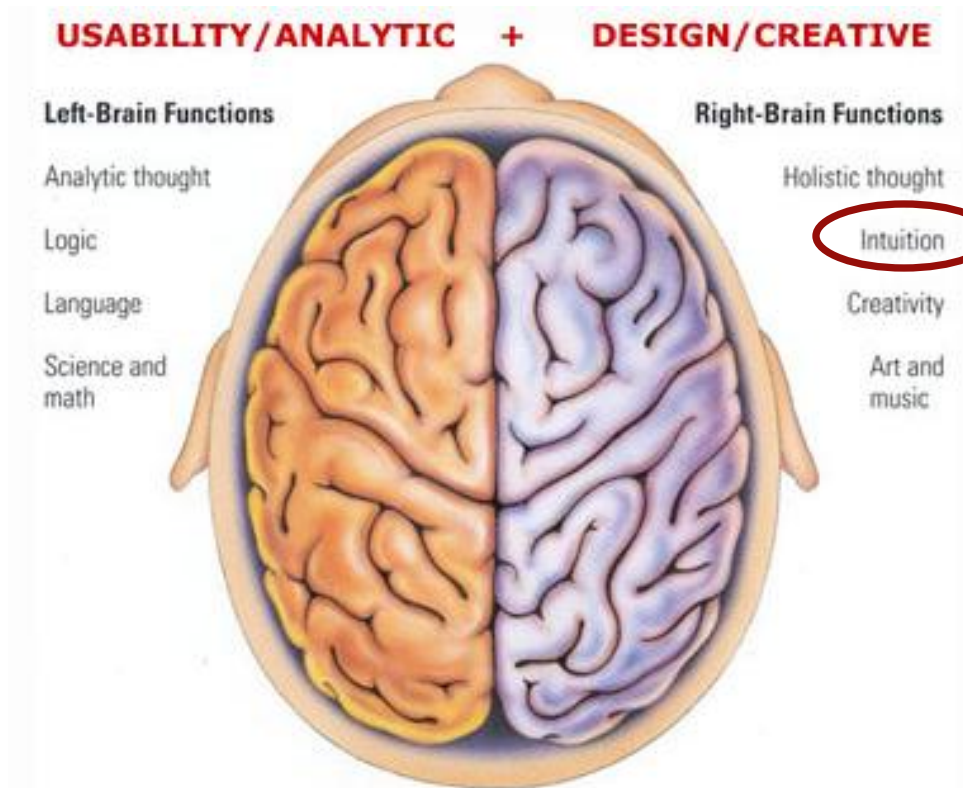
Agenda



Part 1



The new skill or always there?



Intuition defined

- Using or based on what **one feels to be true** even without conscious reasoning; instinctive.
- Intuition is the ability **to acquire knowledge without inference and/or the use of reason.**
- Remnant of an ancient survival mechanism, as it allows us to **sense danger without taking the time to analyze a situation.**

Intuition defined

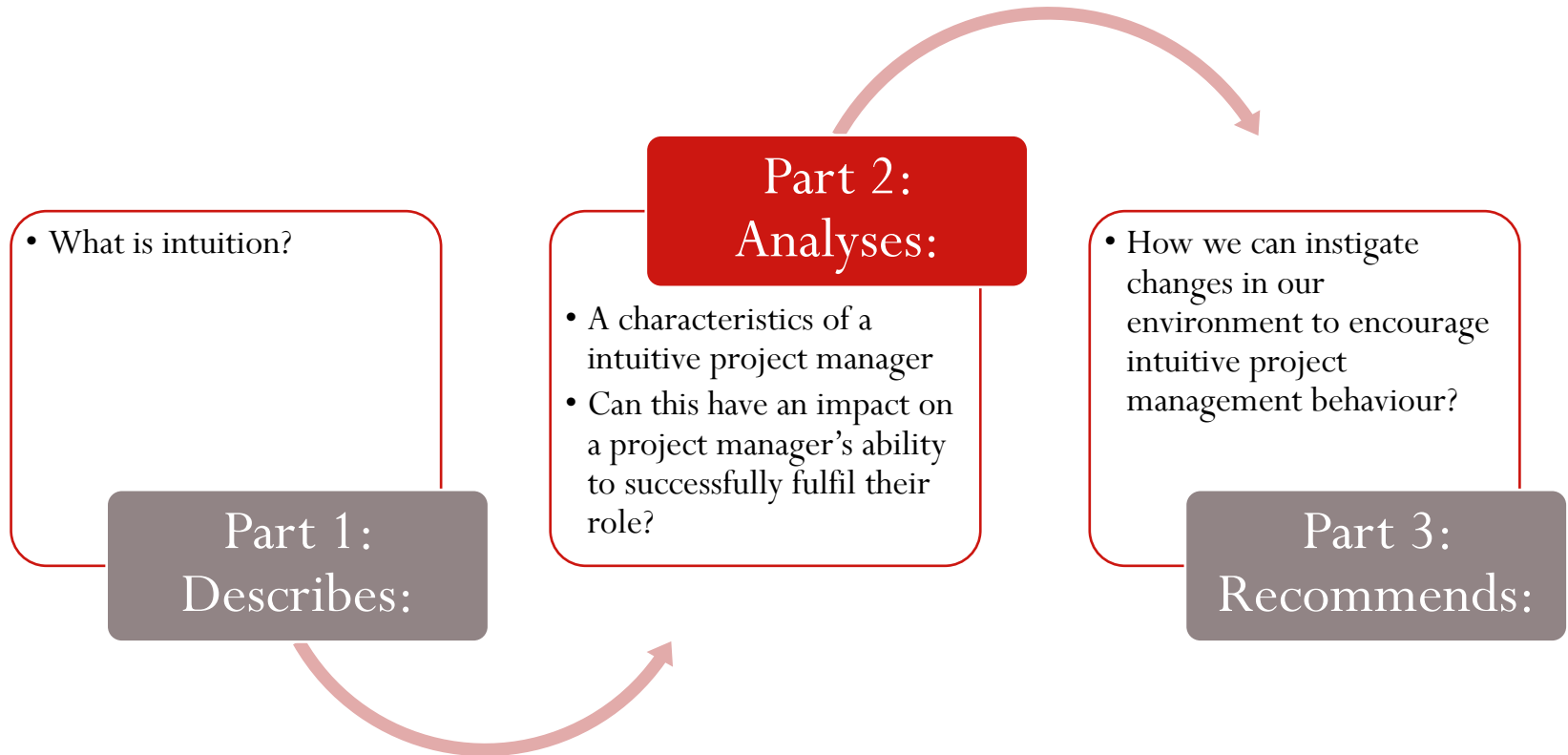
- The **reliability of one's** intuition depends greatly on past knowledge and occurrences in a specific area.



Intuitive defined in Management Theory

- Carl Jung (1921) – describe intuition as:
 - "perception via the unconscious": using sense-perception only as a starting point, to bring forth ideas, images, possibilities, ways out of a blocked situation, by a process that is mostly unconscious.
- Gary Klein – (decision making)
 - Found that under time pressure, high stakes, and changing parameters, experts used their base of experience to identify similar situations and intuitively choose feasible solutions.

Part 2



Core skills of a successful PM

1. Communication
2. Leadership
3. Negotiation
4. Problem solving
5. Proactive
6. Trustworthy
7. Risk management
8. Flexible and Firm
9. Integrity
10. Accountability



<http://thepmologist.blogspot.com.au/2009/02/top-10-skills-every-project-manager.html>

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So then...

What does that mean for Project Management?

- I have a hunch....
- I just have a feeling that....
- I'm getting good vibes about this / I have a bad vibe....
- I have a gut feeling that....
- Deep down I know that....

Intuitive thinking for a PM

- Self aware
- Informal problem solving and decision making
- Aware of others
- Vision talker and walker - why not rather than why?
- Speculates on possibilities



Intuitive thinking for a PM

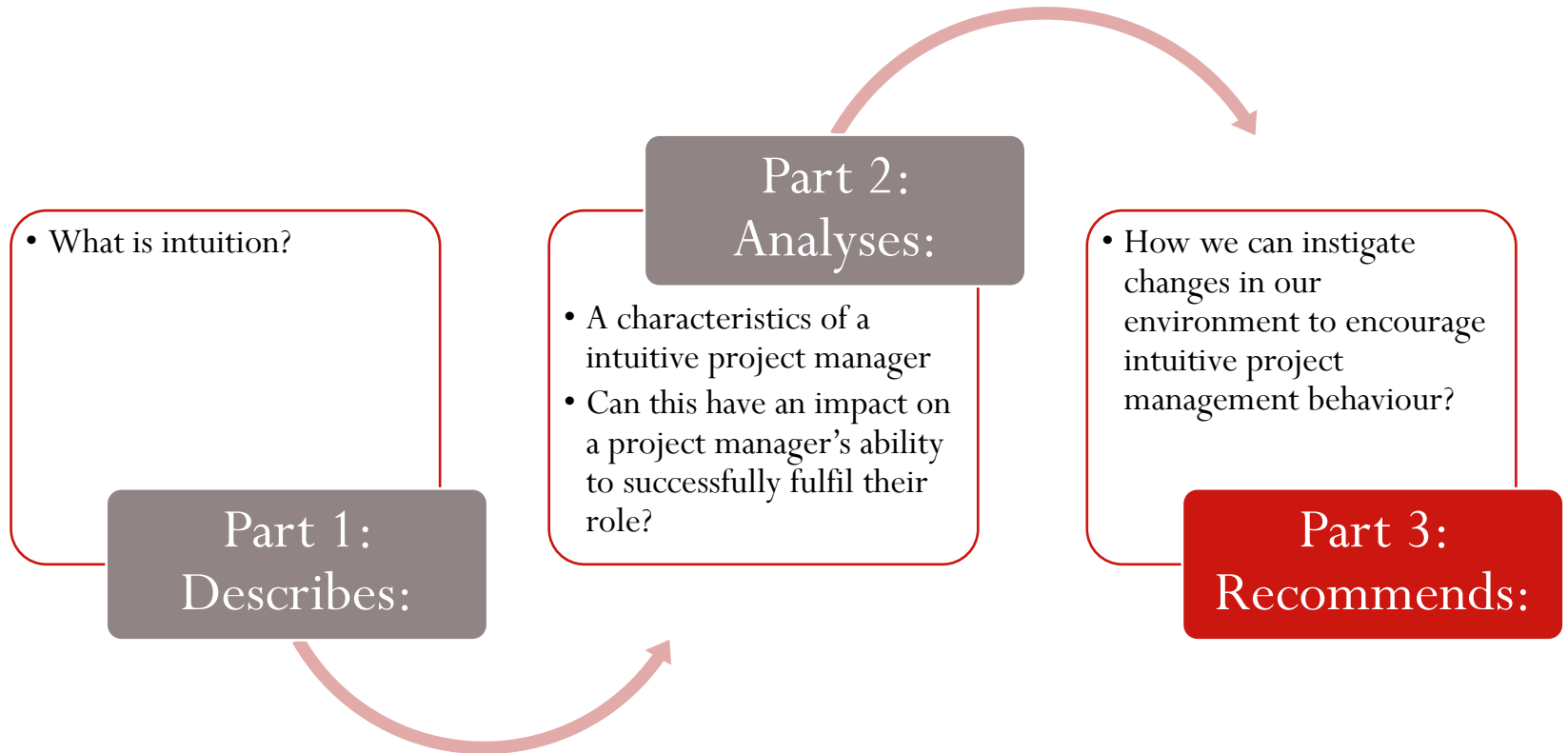
- Have a good sense on what is about to happen next
- Open to new ways of doing things
- Forecasts for future risks



Why is intuition “good”?

- Quick decisions
 - Under pressure
 - Evaluating people, situations and responses
 - Suits a project environment
-
- But does it “work” for Project Managers?

Part 3



How do these characteristics
impact the success of the project
manager in their role?

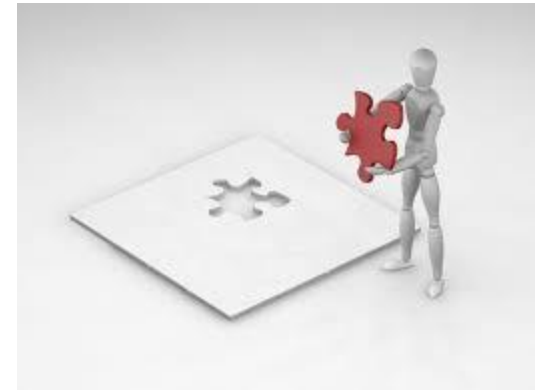
Intuitive thinking for the PM

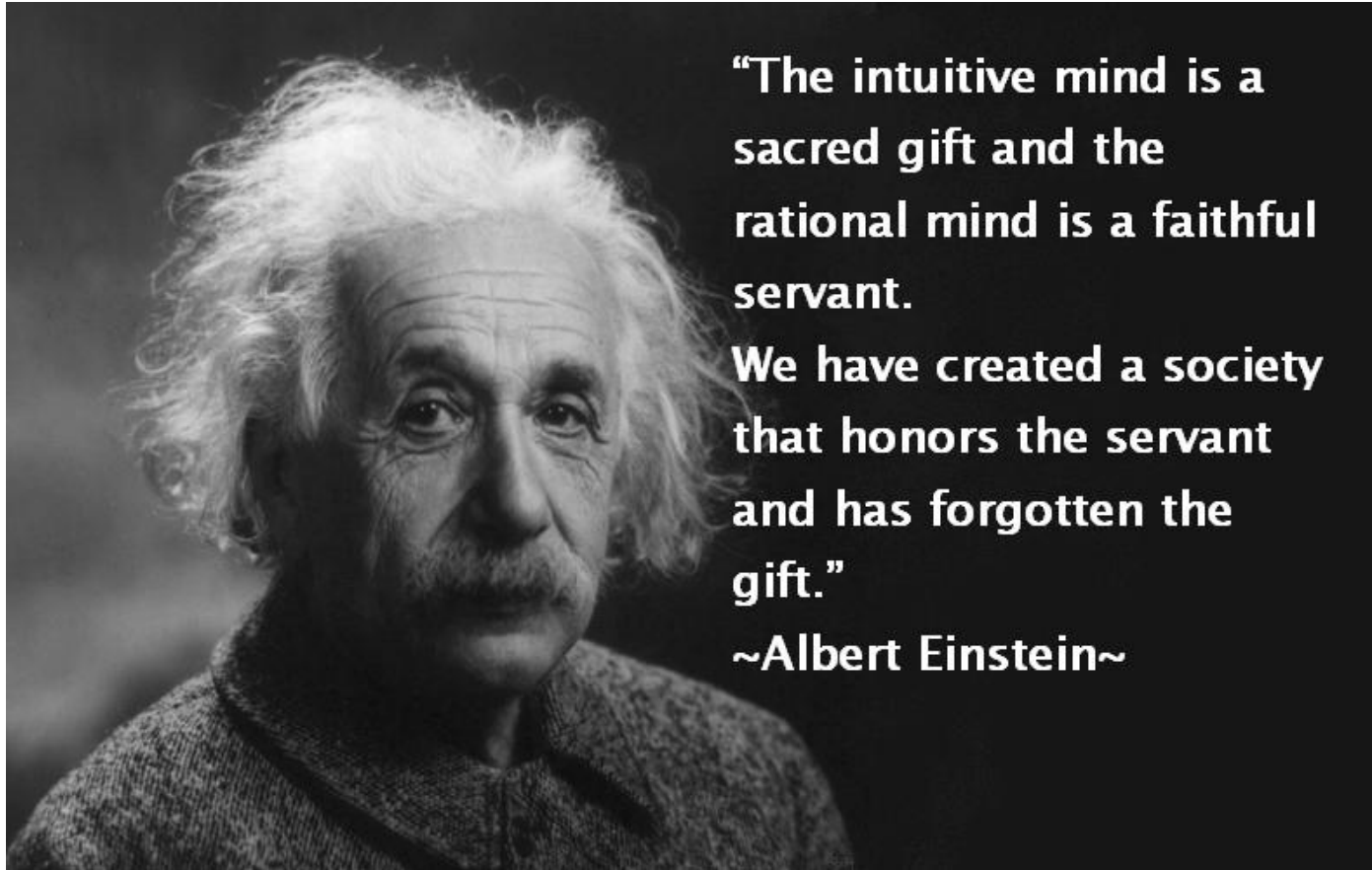


- Change our perspective on intuition
- Allow yourself to act
- Acknowledge that everyone uses it
- The “M” word = alpha-state brainwaves
- Head vs Heart challenge
- Listen to the small voice
- Now exercise
 - Remove any past or future concerns for a few minutes, and let yourself simply experience what is directly in front of, and around, you. Don't judge or comment, just notice

So what now?

- How can we make our work environments encourage intuitive behaviour?





“The intuitive mind is a sacred gift and the rational mind is a faithful servant.

We have created a society that honors the servant and has forgotten the gift.”

~Albert Einstein~

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Questions

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