



Making digital your competitive advantage

Online Digital Master Class: HyperThinking
HyperShifting

Lecture 1: HyperShifting

Introduction

What is this going to be about?

- In this session we will discuss how the world is made up of an infinite number of perspectives.
- We need to understand our perspectives - and to create new ones - to be successful.

Things discussed in this section include:

- Finding solutions in unlikely places.
- Squeezing the best from a meeting.
- Improving your empathy.
- Understanding how mental models shape the way we see the world.
- Understanding that we can change our mental model by becoming more flexible.
- Finding new opportunities
- Being open to learning
- Changing your mind.
- Seeing the world through another person's perspective.

Shifting paradigms and perceptions

Steps to shifting your perceptions at a meeting:

- In a tense meeting, instead of spending energy on trying to prove your 'opponents' wrong, try to understand their point of view.
- Think about how they see your point of view.
- Reinterpret the situation from a fresh perspective.

- Disconnect emotionally from your own position – not because you don't feel strongly about what you are saying, but because you have come to understand where the other person is coming from.

These mental exercises, which will improve your empathy, can be done anywhere:

- Choose a topic about which you have strong feelings. Force yourself to adopt a different stance; see how the world looks.
- Buy a newspaper whose political stance you disagree with. Read the resident pundit's latest column and engage with its arguments; assess them dispassionately, and admit if they have any merit. Force yourself to adopt these views. Again, see how the world looks different.
- Identify five preconceptions you have about a particular subject. Describe five alternative views of the same subject. Then write down five more. Pretty soon you'll have pages of different ways to see the subject.

References:

Reality distortion field	http://en.wikipedia.org/wiki/Reality_distortion_field
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Interesting Lives:

Roger Bannister	http://en.wikipedia.org/wiki/Roger_Bannister
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