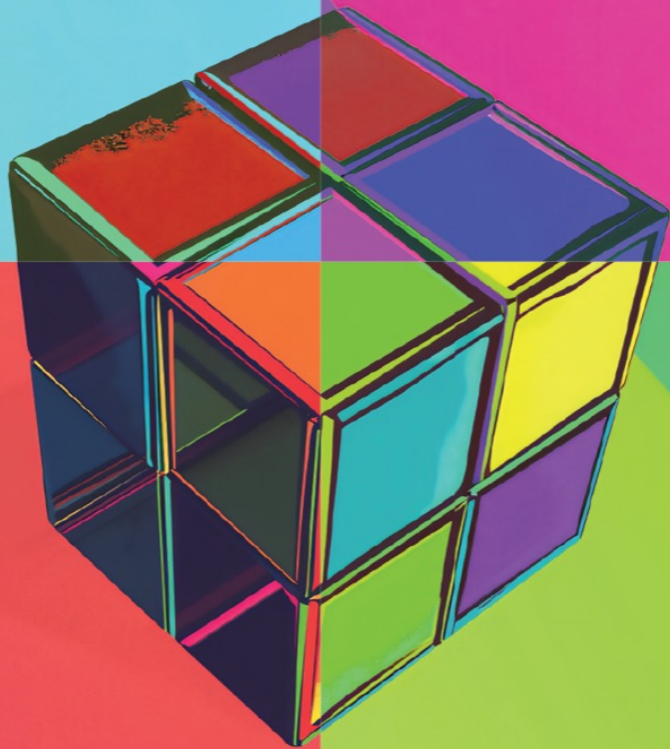


BREAKING OPEN THE BOXES

100 Quadrants For Wisdom
& Success in Life



Andrew Munro & Robert Bolton



The direction of travel

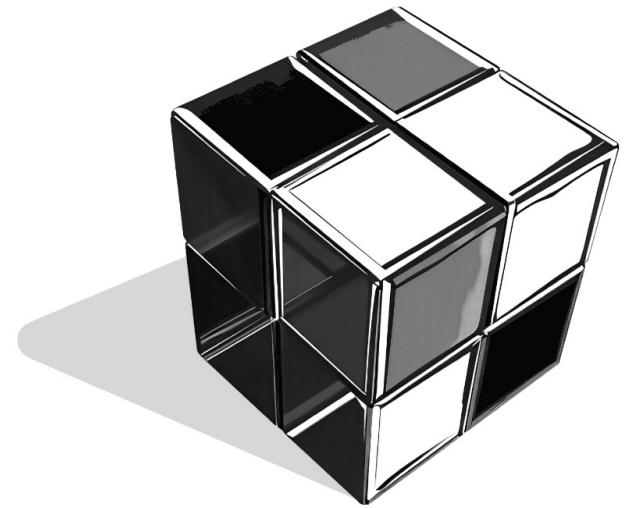
Which is it?

The matrix represents the most notable analytical tool ever to emerge in business management.

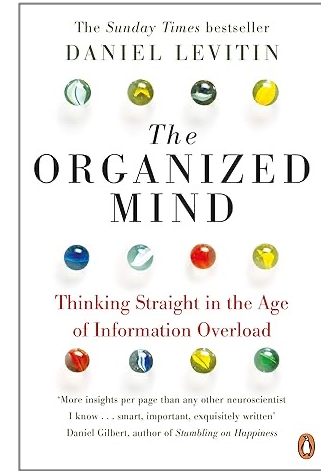
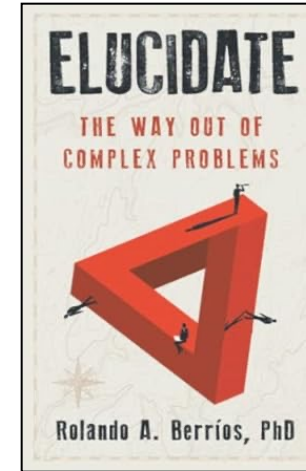
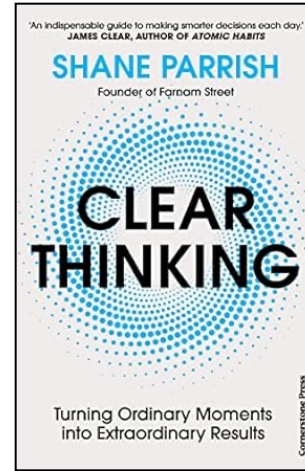
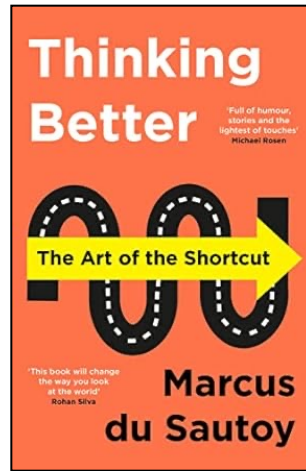
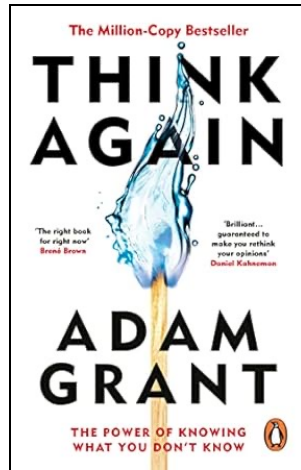
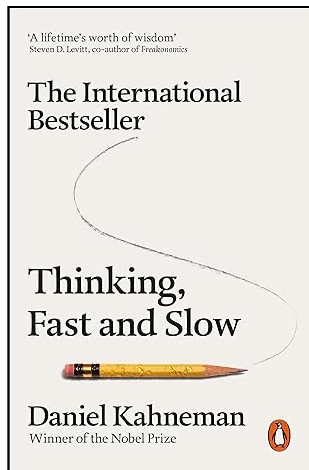
**Joseph Gilmore,
The Power of the 2 X 2 Matrix**

The quadrant diagram has achieved the status of an intellectual farce providing mediocre consultants a picturesque path for their descent into madness.

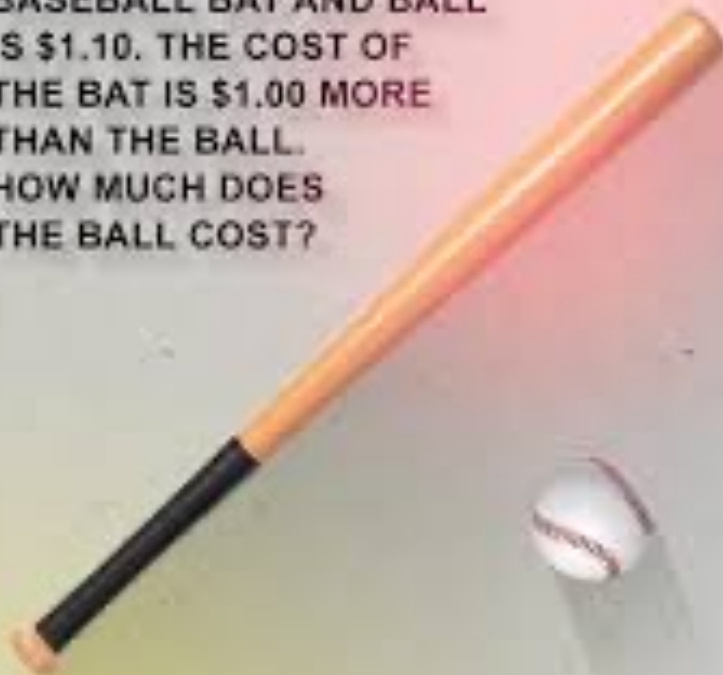
Venkatesh Rao, Ribbon Farm



Smart thinking books: how smart are they?



THE TOTAL COST OF A
BASEBALL BAT AND BALL
IS \$1.10. THE COST OF
THE BAT IS \$1.00 MORE
THAN THE BALL.
HOW MUCH DOES
THE BALL COST?

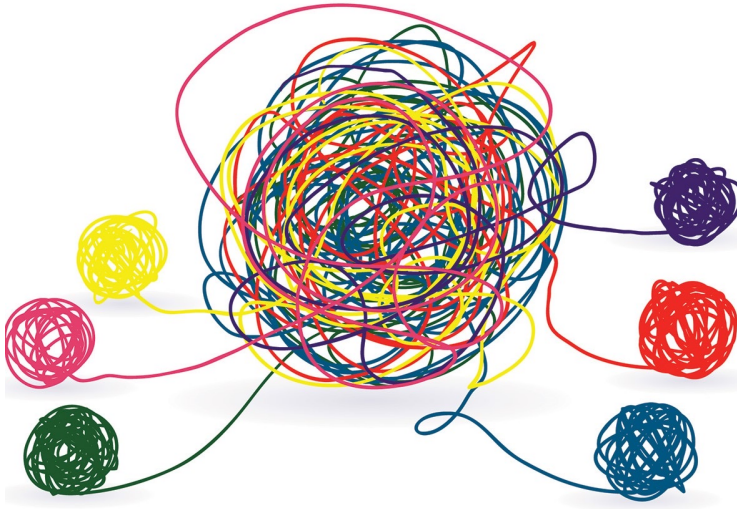


Get this puzzle wrong

You are an irrational idiot

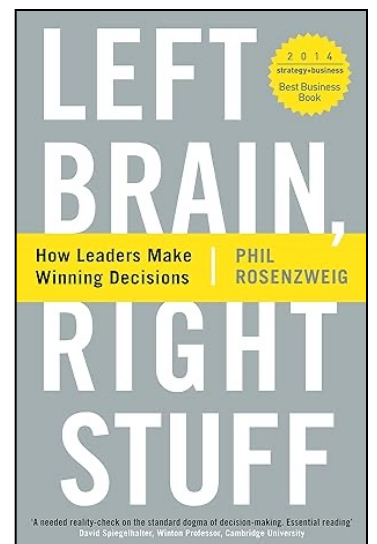
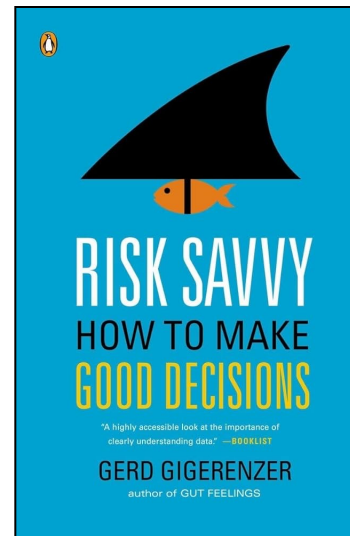
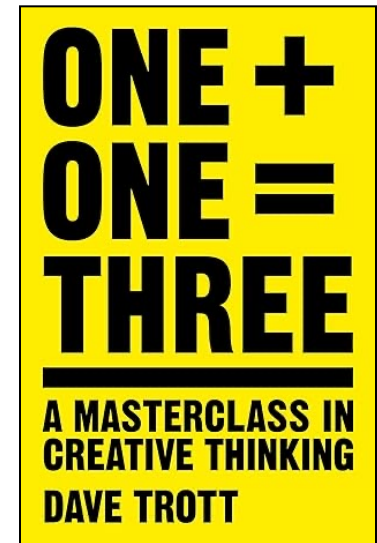
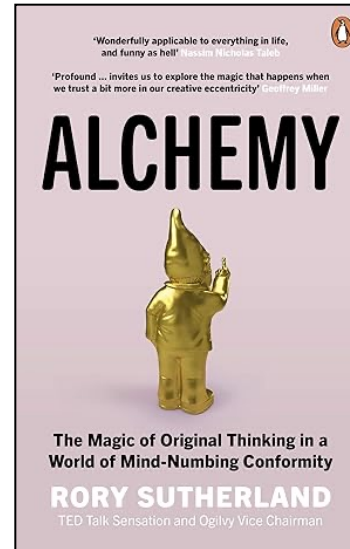
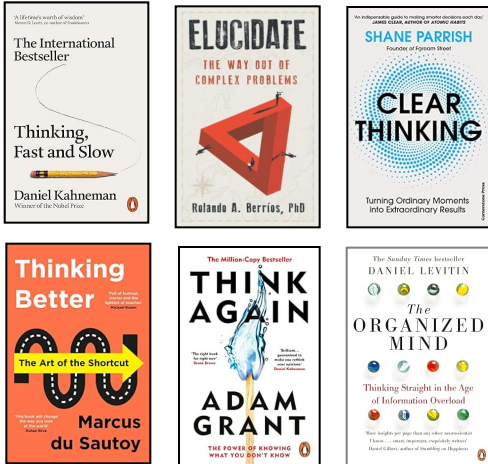
Really?

Three types of problems

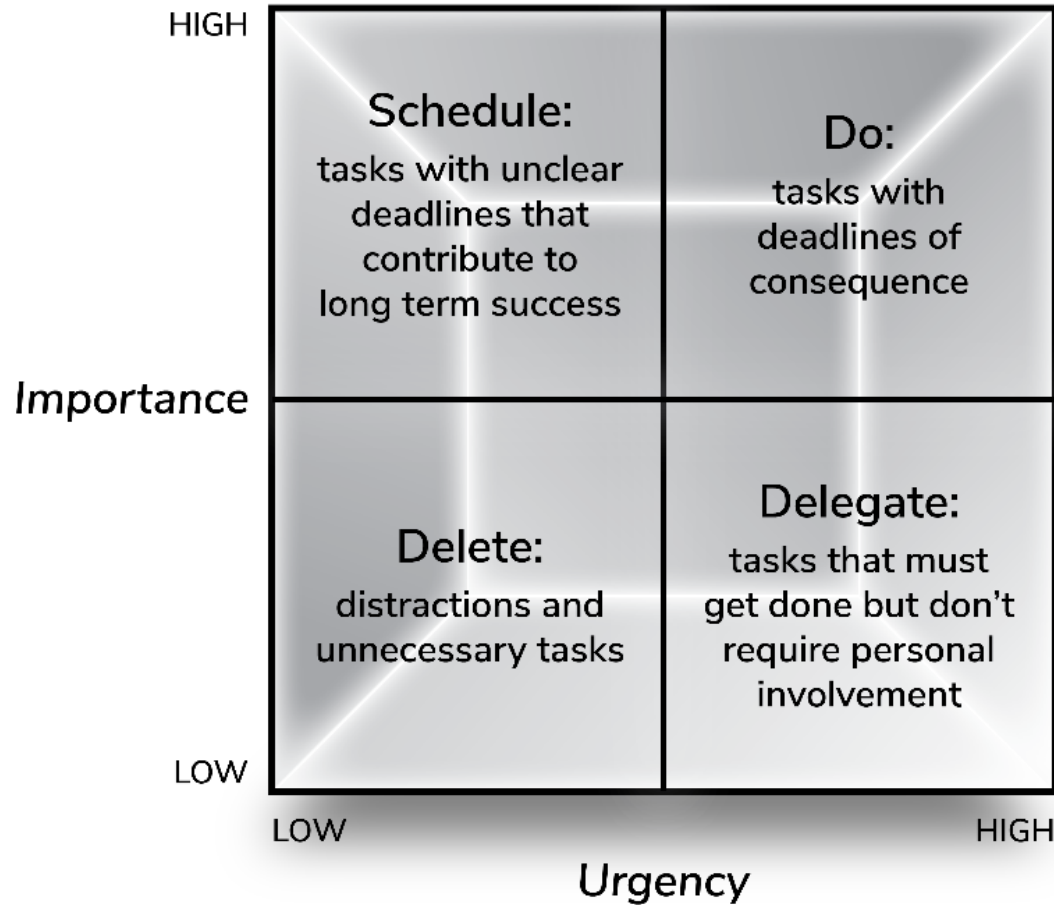


- **Tame:** well defined issues. A systematic sequence of logic is applied to established facts to resolve the problem for a sensible solution.
- **Messy:** complex problems that incorporate interrelated issues with multiple stakeholders, all with different perspectives and interests. It is difficult to frame the challenge.
- **Wicked:** extraordinarily complex, characterised by incomplete, contradictory, and changing requirements, often with an ethical dimension. It is difficult to grasp the problem, never mind identify a possible solution.

Reasons to be cheerful: a recognition of intuition



The four box grid



Differentiation

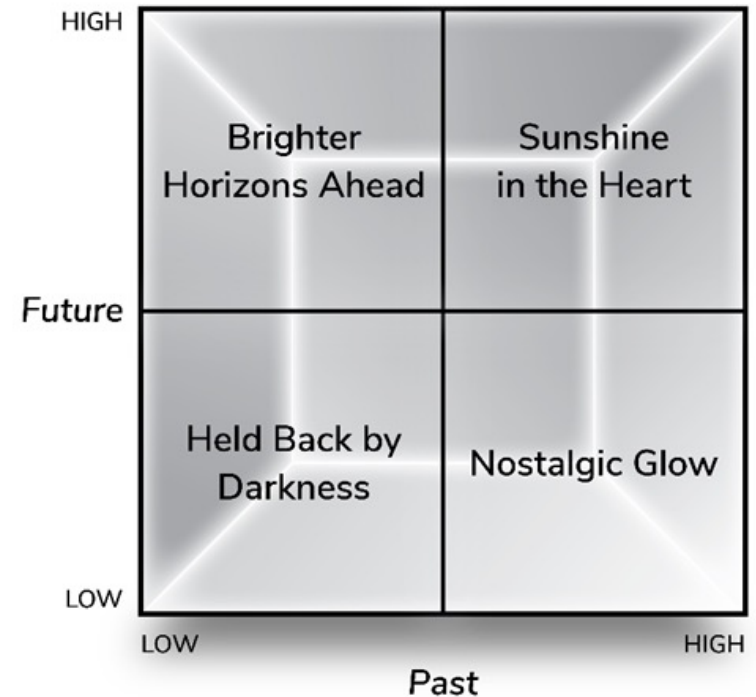
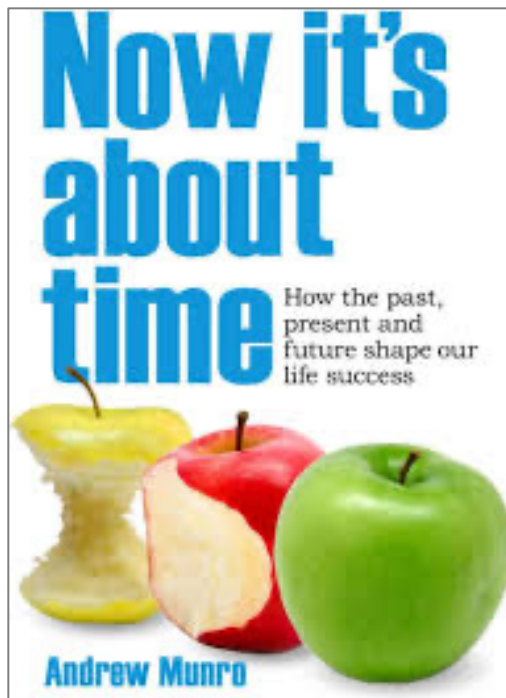
Independence of the axes

Memorability of the labels

The so what factor

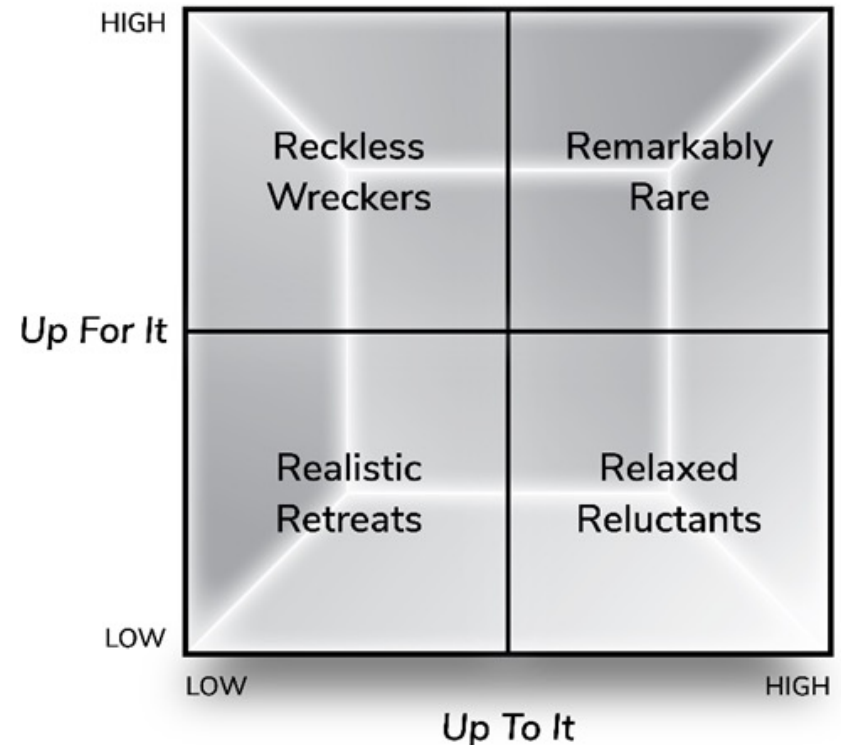
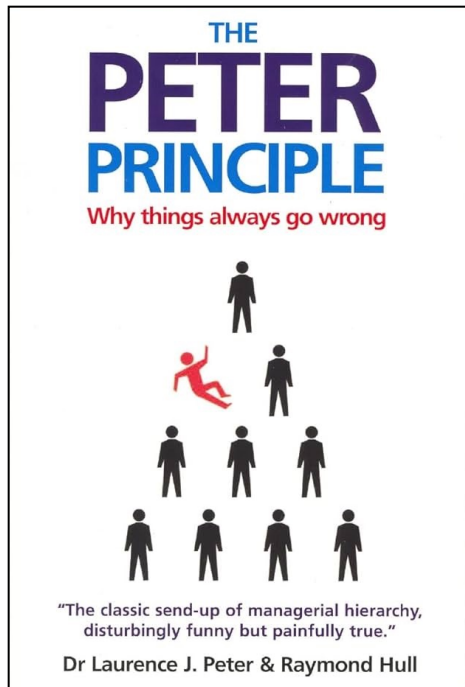
Why our attitudes to time matter

Decisions taken today are driven by our visions of tomorrow and based on what we learned yesterday. **Bruce Lloyd**



Who should we promote?

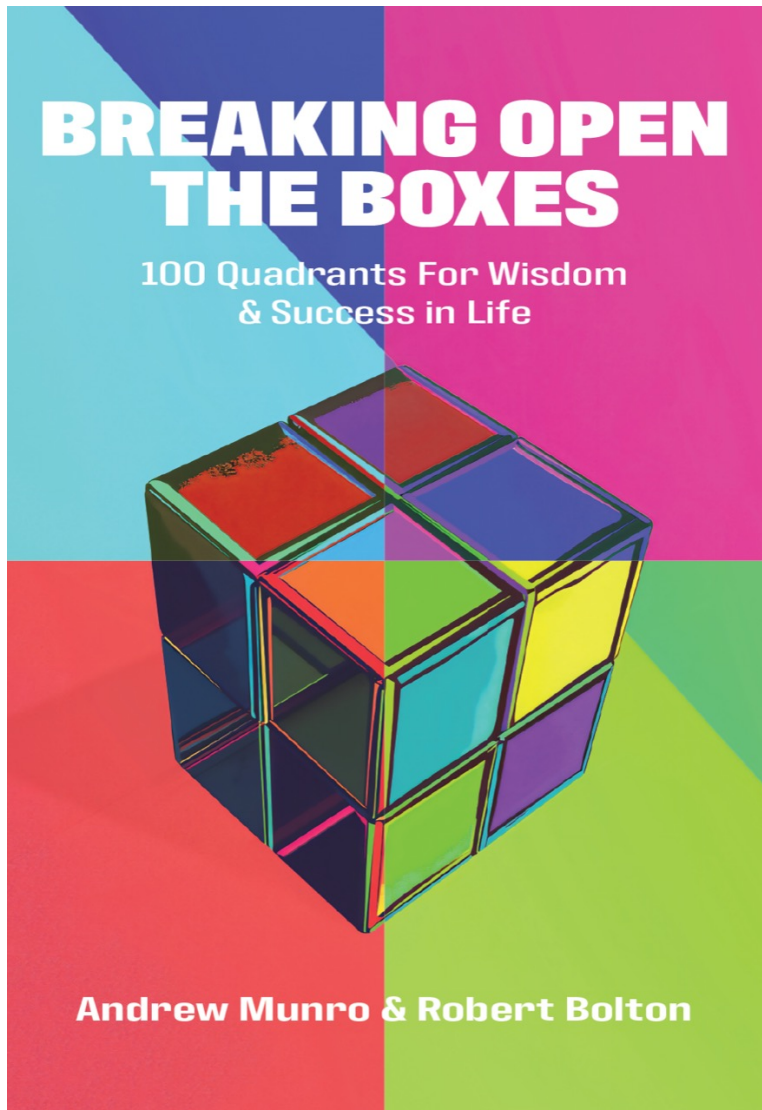
One reason so many employees are incompetent is that the skills required to get a job often have nothing to do with what is required to do the job itself.



Breaking Open The Boxes: 10 Themes

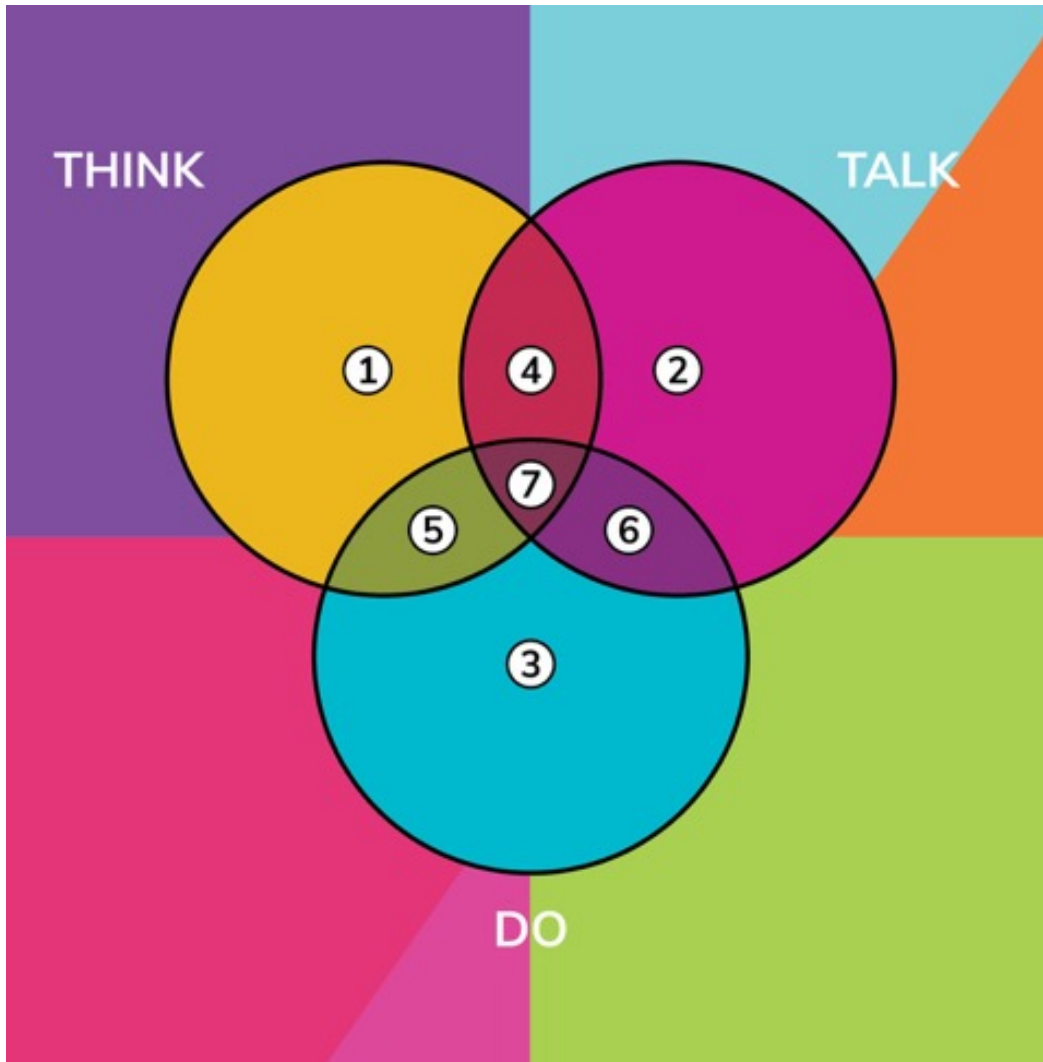


Format of the book for the 100 quadrants



- overview to set the scene
- explanation of the two axes
- description of the permutations in the four boxes
- so what – implications
- notes with references

Think, Talk, Do

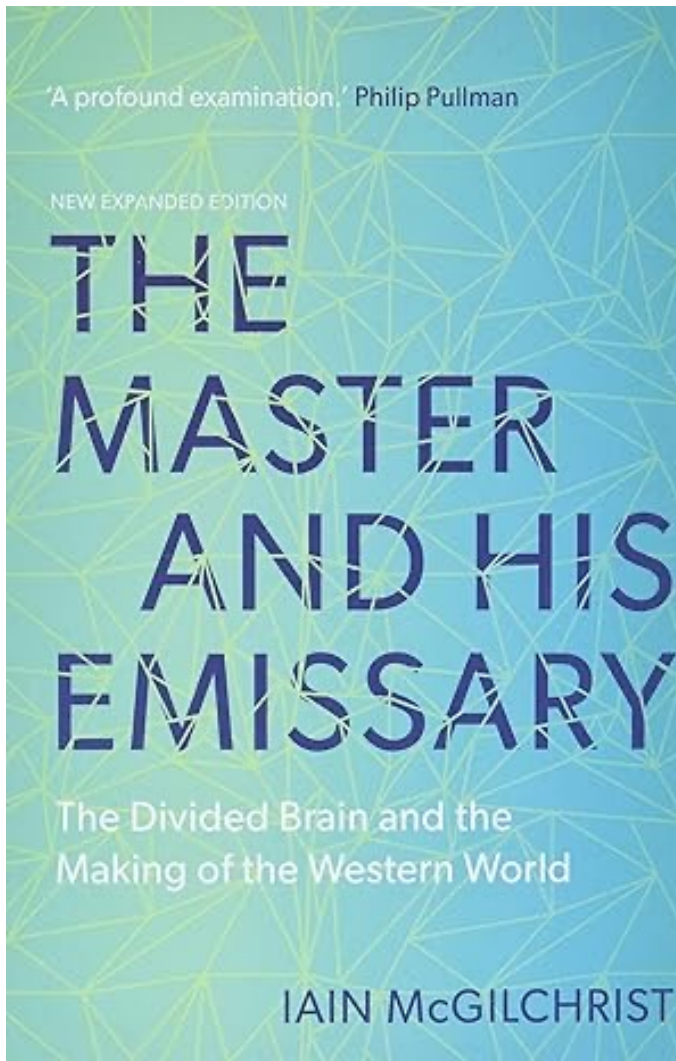




A simple framework applied at three levels:

- organisational
- team
- individual

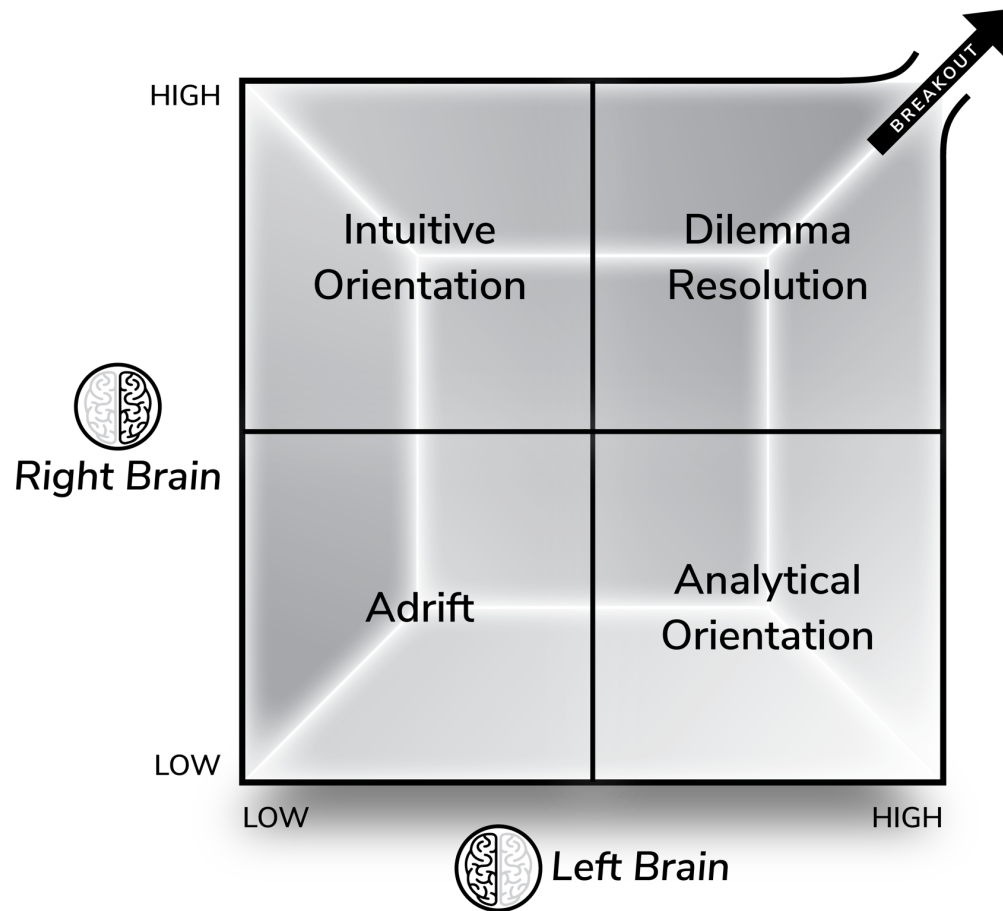
The relative balance at any point in time

Breaking Open The Boxes: the left and right brain of Think



| THINK | |
|---|--|
|  LEFT BRAIN |  RIGHT BRAIN |
| <p><input type="checkbox"/> Does this problem matter in the broader scheme of life's challenges? Or are these issues best avoided? Trivial and of not much significance? Or major, to demand much attention?</p> | <p><input type="checkbox"/> Do I view this problem as an opportunity? Does it fill me with delight? Or as a threat and horrific prospect? Why? Will I engage with this problem? Or dismiss it is either as a distraction, or much too troublesome and to put in the box too difficult to tackle?</p> |
| <p>Do I need to respond immediately, or is there an opportunity for further reflection?</p> | <p>Do I apply emotional composure for a considered response? Or freeze when confronted with the unpleasant?</p> |
| <p>Have I worked through the issues to access the relevant facts and figures to come to an informed judgement? Can I rely on this information?</p> | <p>Have I applied my intuition to grasp quickly the essentials of the problem? Or am I jumping to conclusions overly influenced by my gut feelings?</p> |
| <p>Which criteria will I apply to work out the pros and cons of the available alternatives? How far reaching is my listing of alternatives? Have I worked through the upside and downside of the options and evaluated the trade-offs? Does this evaluation reflect both reward - getting it right - as well as risk - making things worse?</p> | <p>Is my intuition telling me something important that I should listen to? Are any of these options personally uncomfortable? Why? Am I denying a difficult reality? Alternatively, have my feelings already made up my mind?</p> |
| <p>Does my analysis balance simplicity and complexity? Is it simple enough to highlight the critical variables? Or way too simplistic? Or am I over-complicating the obvious?</p> | <p>Have I made key connections to grasp the key essence of the problem? Or, am I over-feeling the issues to see sensitivities and nuances that probably don't exist? Am I allowing levels of stress to distort my understanding of the issues. Do I need to back off</p> |

Breaking Open The Boxes: left and right brain



Do you draw on both the left and right brain? Or overly reliant on one approach?

If a dominant left brain stance, how would a shift to a right-brain approach enhance your thinking process?

If there is more emphasis on a right brain perspective, how might a greater left brain orientation improve your problem solving skills?

Schedule and time lines

Feedback welcome on draft chapters - contact us directly

Publication in September

Future events

- **book launch**
- **workshop for facilitators with access to templates**

