Uniqueness & Earning Influence

Sources of Your Unique Contributions = You

- Your role, skills, and relationships
- Your personal interests and gifts
- Information you possess
- Insights into processes, connections, and constraints
  - Impact, speed, reach, savings, efficiencies

Unique: Points of View - Think Deeply & Completely

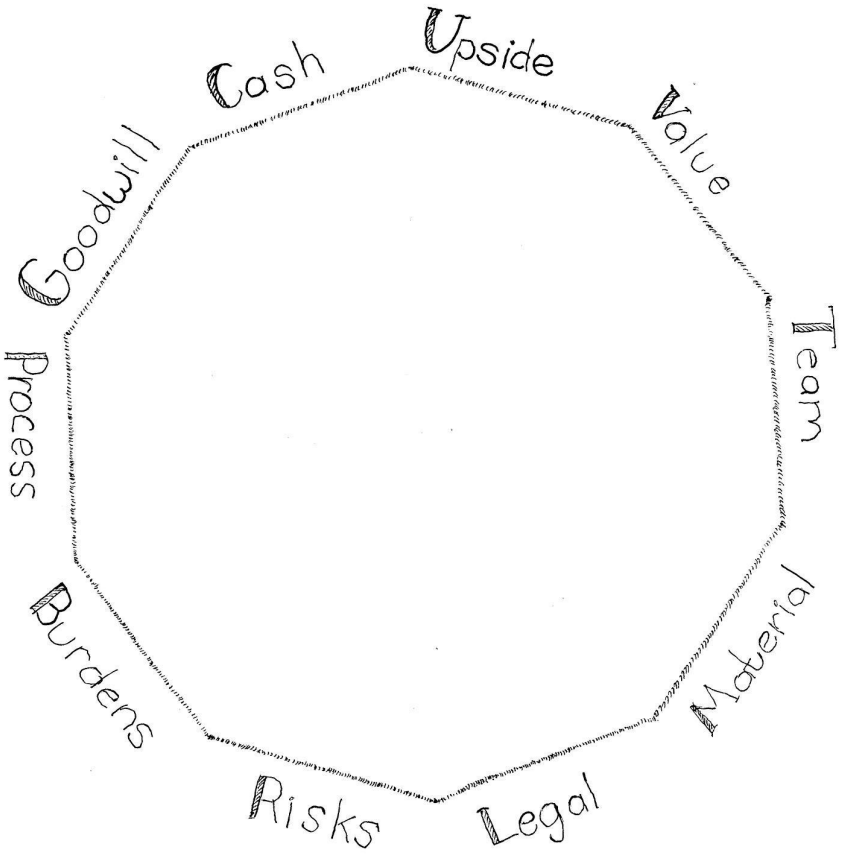
- **Clarity**
  - MECE, dependency trees, critical path/Gantt, error source mapping
- **First principles**
  - Simplest foundational ideas and assumptions
- **Root causes**
- **Assumptions and underlying science** in your value or causal chains
  - For **client impact**, look at your marketing, messaging, and underlying customer personas, their needs and values.
  - For **operational efficiency** goals, consider people, processes and systems, inputs, work flows, and outputs.
- **Time** element in value creation.
  - How might you speed up steps in the processes?
  - What might cut the time in half or double the throughput?

Unique Insights: Combinatorial Thinking

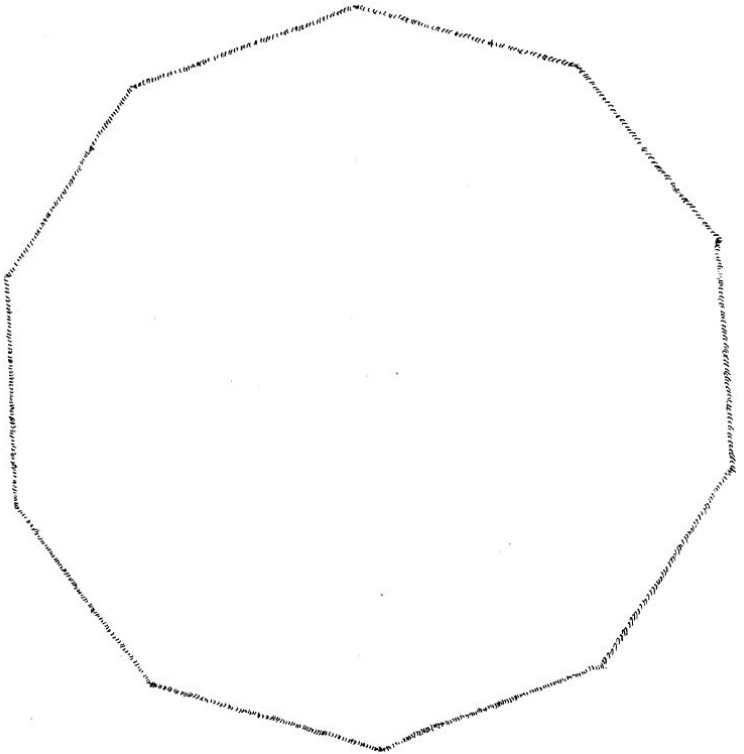
- Combinatorial thinking is “ systematically generating all cases” - source

- The Decagon Wisdom Jig lets you systematically think about 10 variables combinatorially - every one in combination with every other variable, twice

Business Decagon



Personal Decagon



BYO facets of your personal topic

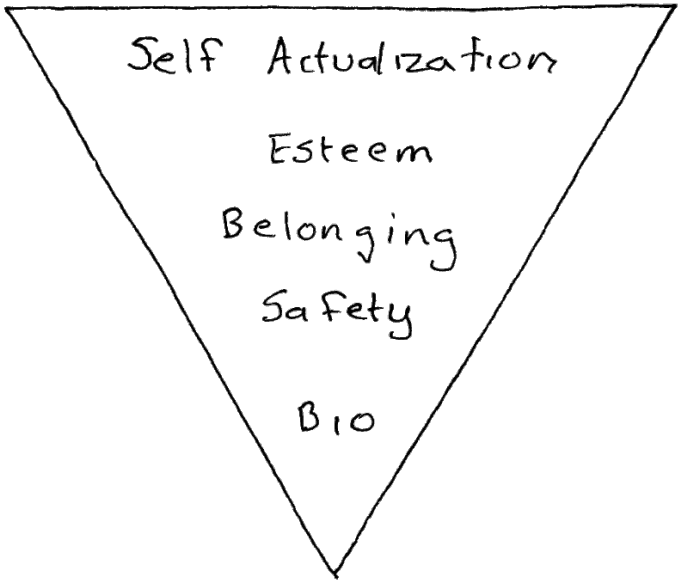
Unique: Points of View

- Interesting ideas generated by your **combinatorial** thinking
- When you see **overlaps** in root causes or
- **Disconnects** between first principles and current practice, then you may have
- **Identified** a unique and relevant opportunity.

Your unique contribution matters greatly

Especially to your own life

Unique Contributions & Self Actualization



Maslow's hierarchy,
the Humane Leadership way

“Every child is an artist; the problem is staying an artist when you grow up”

– Pablo Picasso

