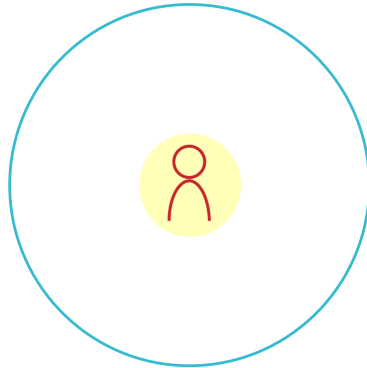


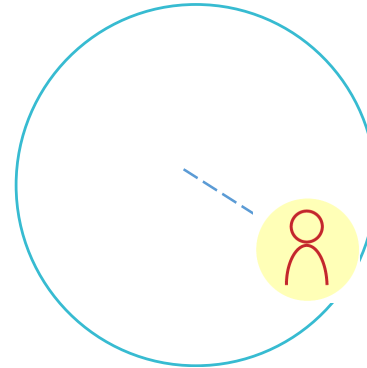
## Downloading:

- Habitual downloading blocks our view of the reality
- Perception is limited within the organization
- Only useful for small talk or gossip
- Reproducing - you only hear what the others think, what you want to hear.
- You can't hear what they really think
- Polite and empty phrases



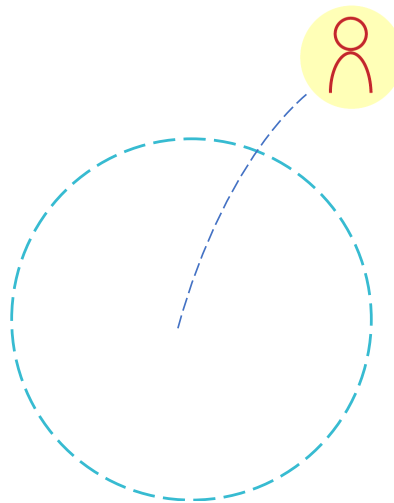
## Seeing:

- Opens the window and look outside
- Perception at the edge of the observer and the observed
- Positioning
- Identify differences/other perspectives
- Communication level: Debate - Say what you think and defend your position



## Sensing:

- Systemic thinking
- Diving into a present field
- Perception is empathic through the eyes of another
- Explore reflectively
- From defending one's own position to exploring different points of view
- Thinking in networks
- Communication Level: Dialogue



## Presencing:

- Connect to the source of the highest future possibility.
- Perception shifts to a possible future wholeness
- Communication Level:
  - Co-creation and innovation
  - Collective creativity
  - Fertile System
  - Generating new ideas
- Speak from the point of view of the opportunity that arises.

