

# Old World - New World

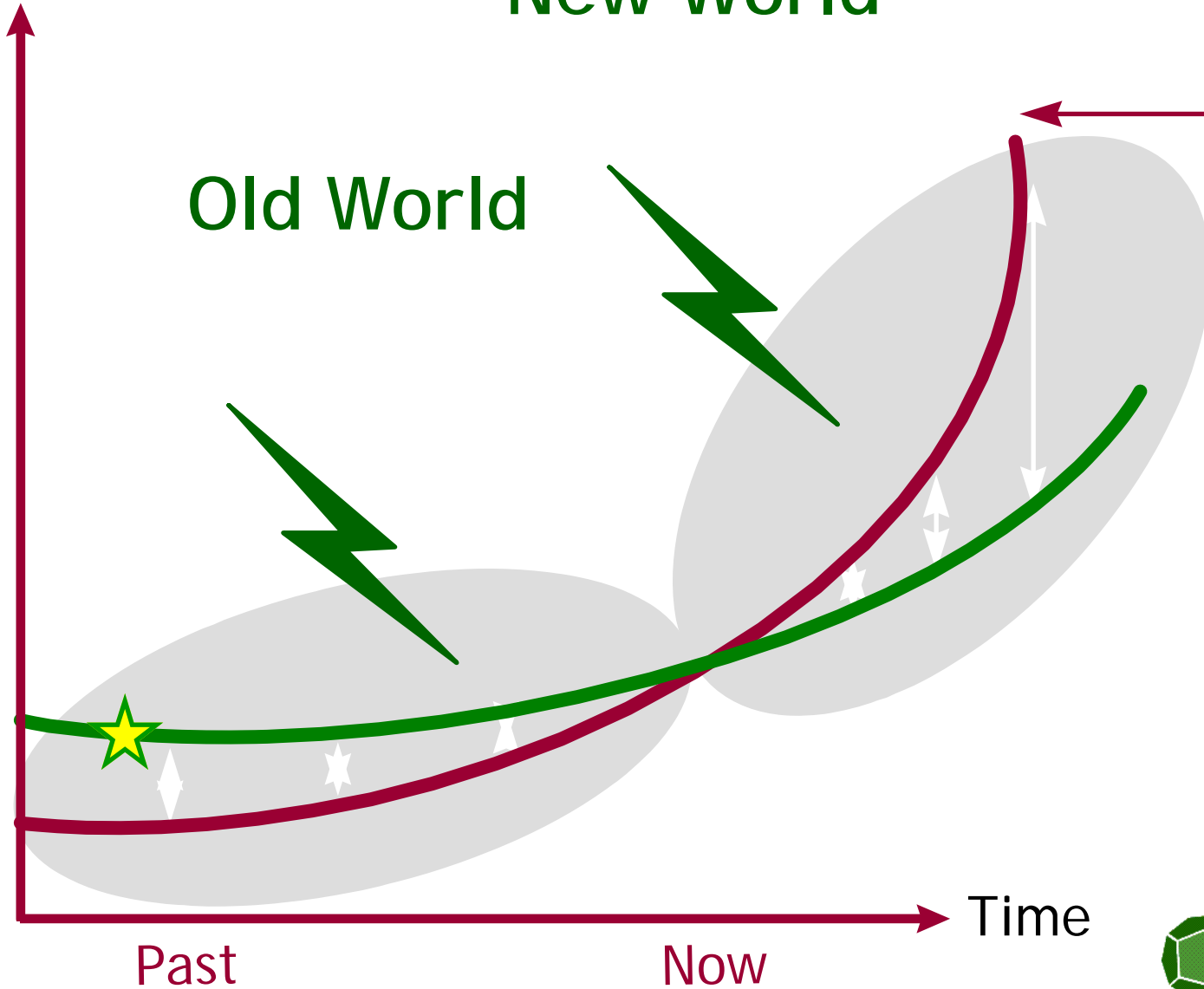
Change

New World

Old World

Pace of Change

Rate of Learning



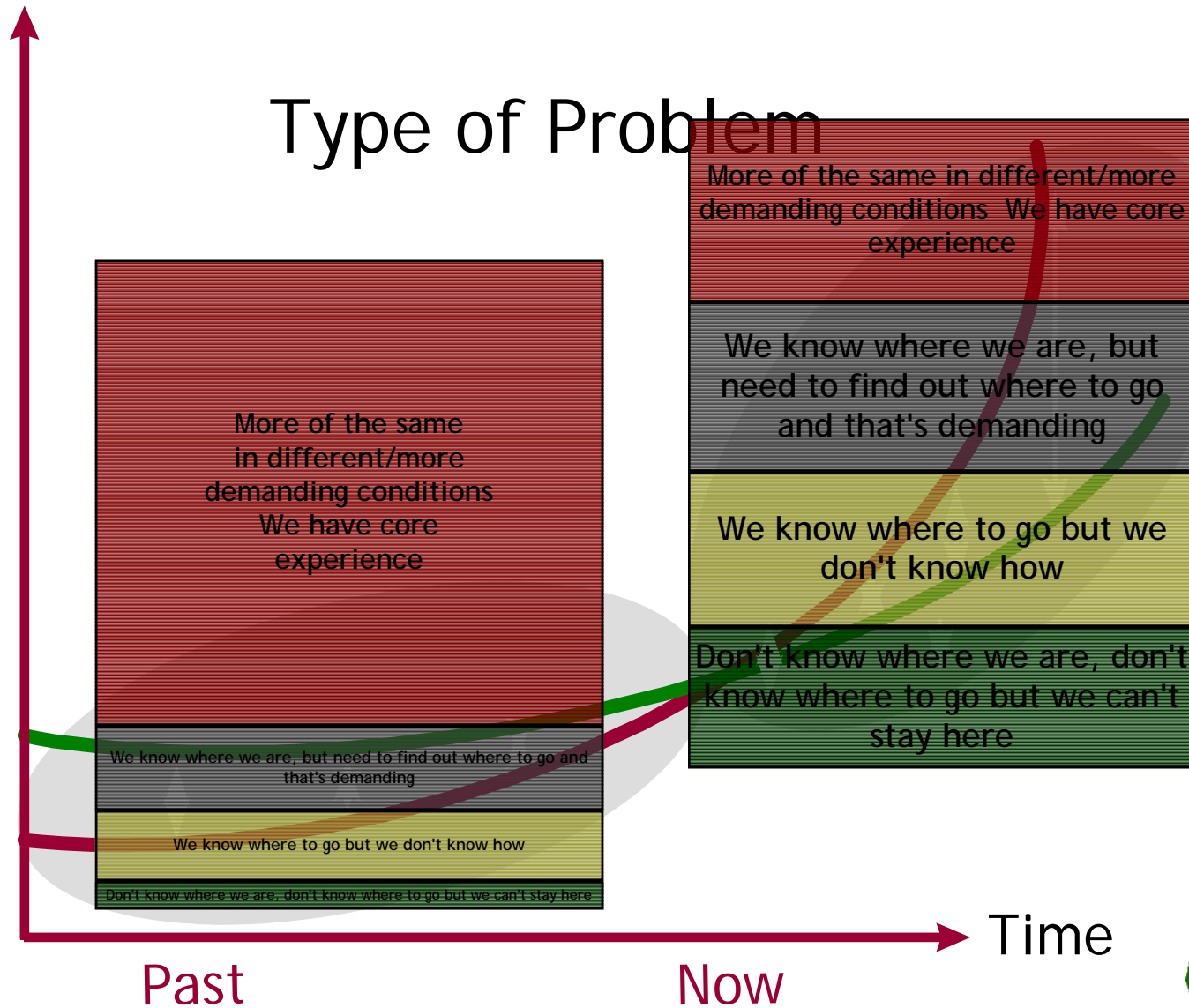
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# Old World - New World

Change



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# TYPE OF PROBLEM

More of the same in different/more demanding conditions  
We have core experience

We know where we are, but need to find out where to go and that's demanding

We know where to go but we don't know how

Don't know where we are, don't know where to go but we can't stay here

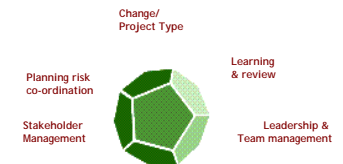
# PROJECT/CHANGE

**CLOSED**

**SEMI-OPEN**

**SEMI-CLOSED**

**OPEN**



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TYPE OF PROBLEM

Don't know where we are, don't know where to go but we can't stay here

We know where to go but we don't know how

We know where we are, but need to find out where to go and that's demanding

More of the same in different/more demanding conditions  
We have core experience



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TYPE OF PROBLEM

Don't know  
WHAT or  
HOW (or  
WHY)

Know WHAT

Know HOW

Know WHAT  
&  
HOW



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PROVOKING – INSPIRING – EDUCATING – FACILITATING – COACHING

TYPE OF CHANGE NEEDED TO BE CARRIED OUT

## FOG

Don't know WHAT or HOW (or WHY)



## QUEST

Know WHAT



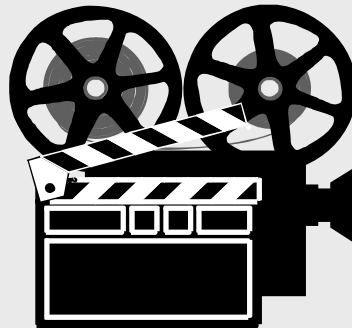
## PAINTING BY NUMBERS

Know WHAT & HOW



## MOVIE

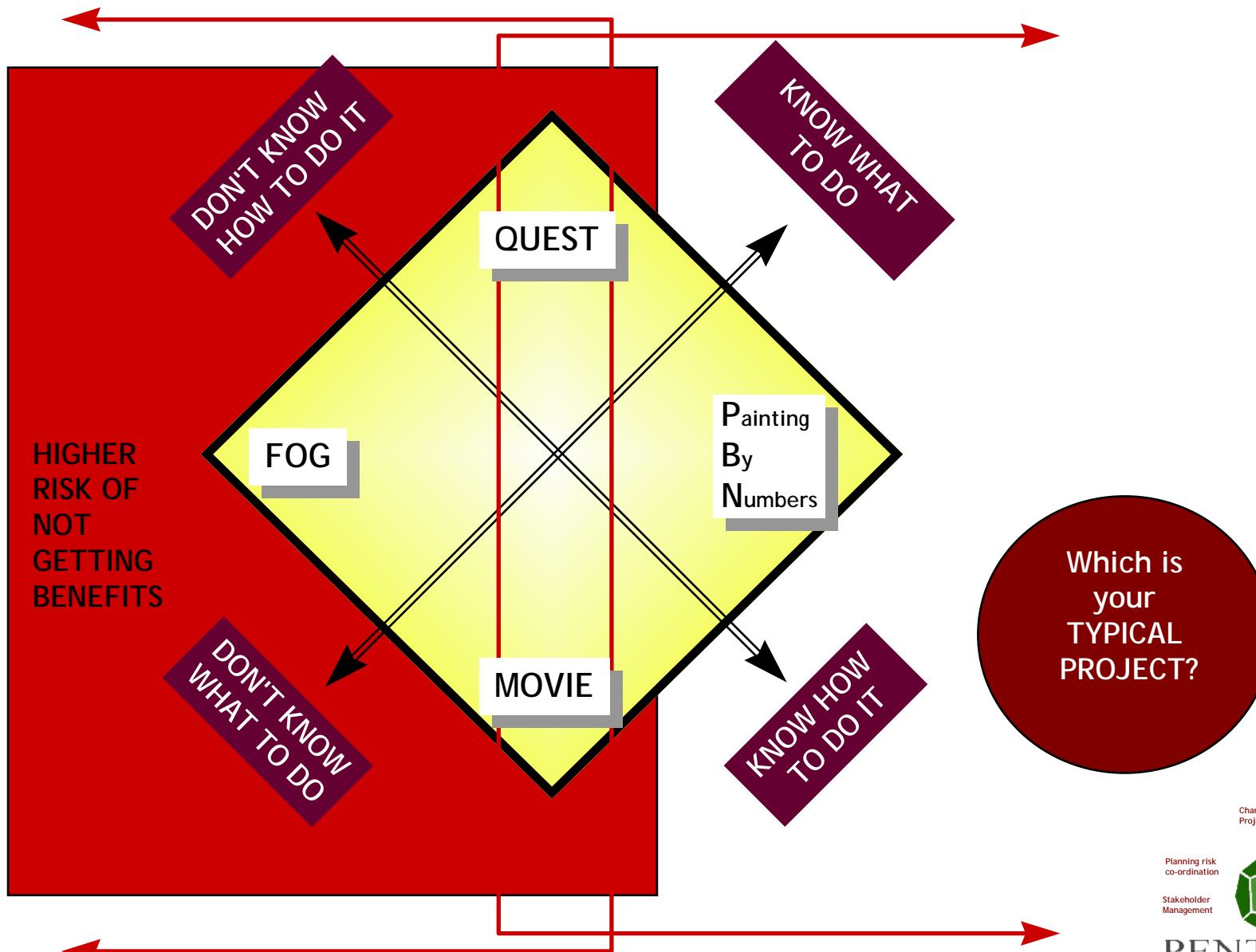
Know HOW



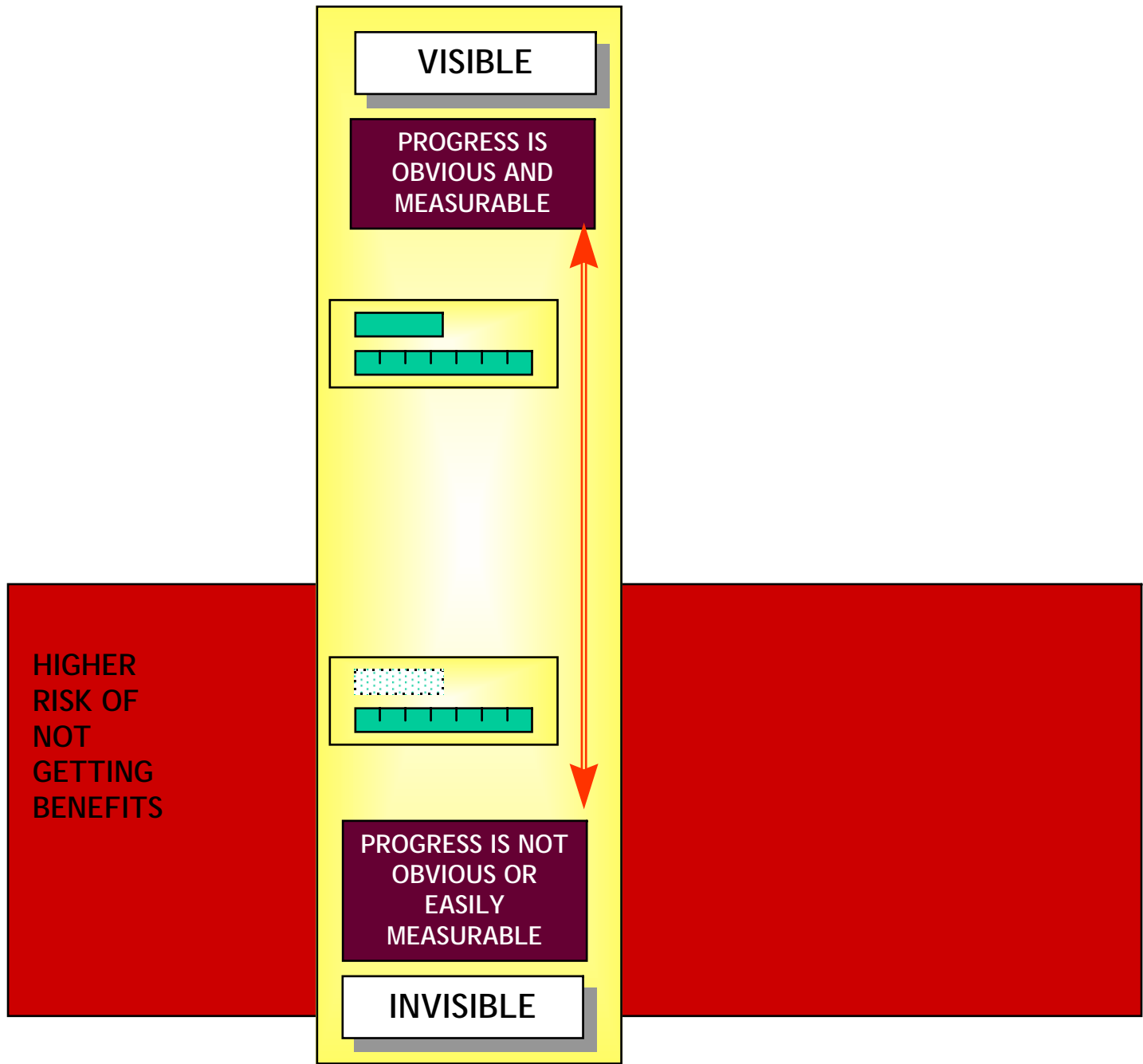
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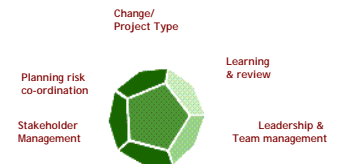
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PROVOKING – INSPIRING – EDUCATING – FACILITATING – COACHING



Which is your TYPICAL PROJECT?

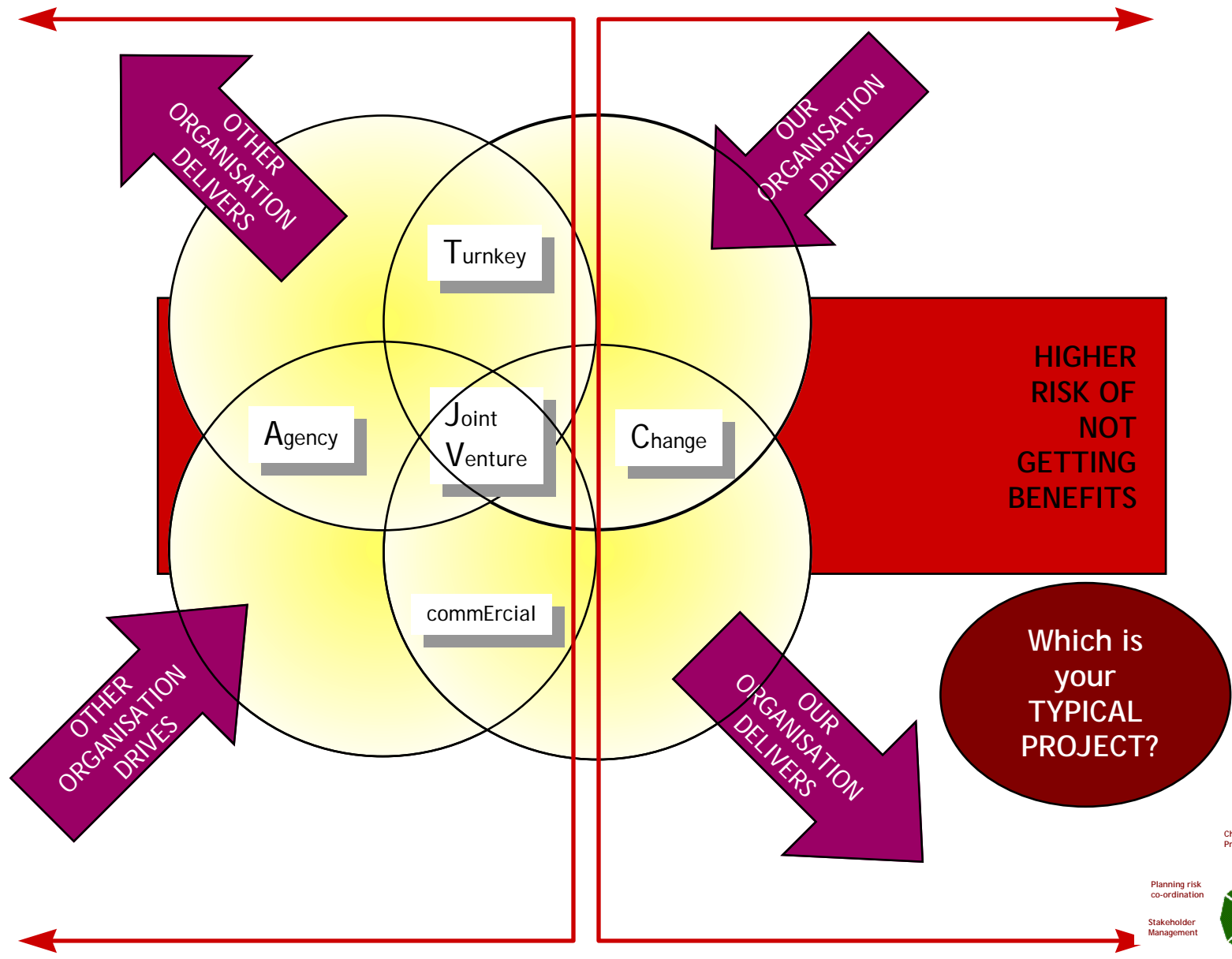


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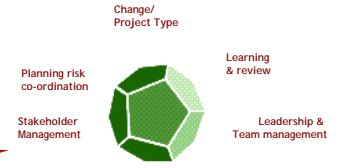
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Which is your TYPICAL PROJECT?



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