POWER THINKING

How The Way You Think Can Change The Way You Lead

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CATHY BLOCK is a professor at Texas Christian University. A graduate of the University of Wisconsin – Madison, Dr. Block has a broad range of experience in the field of education. She is the author of fifty-three research articles and seventeen books.

MAIN IDEA

Very few people are formally taught how to think. Instead, most managers and leaders try and get by on the patterns and habits of thinking which were acquired by chance in childhood. A better approach is to analyze and then systematically improve how you actually think.

"Power thinking" is the science and art of becoming better at thinking. Power thinkers are highly adept and competent in three major thinking domains:
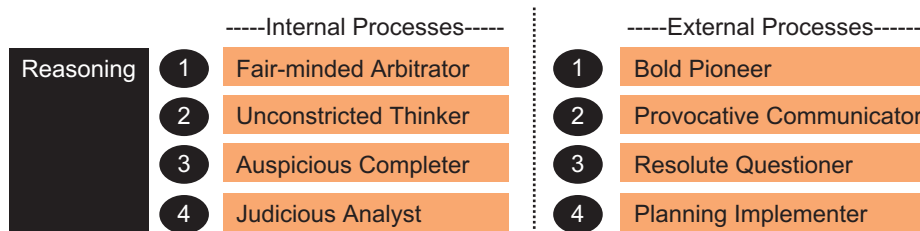1. Reasoning – the ability to think before acting.
2. Insight – harnessing instincts to develop superior ideas.
3. Self-knowledge – clearly-defined attitudes and beliefs.

The Three Domains of Power Thinking		
1	Reasoning
2	Insight
3	Self-knowledge

By improving the quality of your thinking habits in each domain, you can become better at making decisions, solving problems and acting creatively. Quite simply, enhancing the efficiency of your thinking skills will help you become a better manager and business leader, and may form the foundation for a sustainable competitive advantage, both for you personally and for any organization you work for.
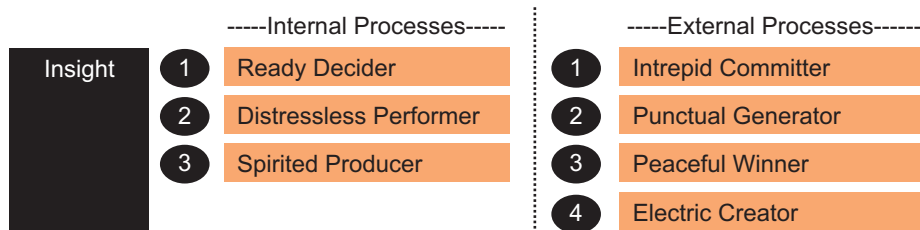
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1. The Reasoning Domain . . . . Pages 2 - 3

Reasoning is located in your conscious mind. This is where your mind reaches decisions and solves problems after a considerable amount of thought. Power thinkers are highly skilled at employing exceptional levels of reasoning. They use four internal processes to generate high quality thoughts and then take four external actions as a consequence of their decisions.
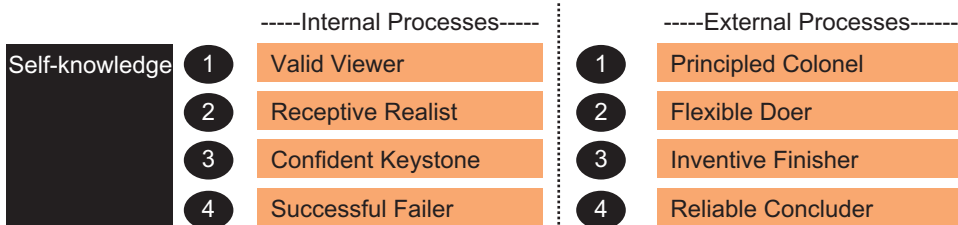
Reasoning

-----Internal Processes-----
1. Fair-minded Arbitrator
2. Unconstricted Thinker
3. Auspicious Completer
4. Judicious Analyst

-----External Processes------
1. Bold Pioneer
2. Provocative Communicator
3. Resolute Questioner
4. Planning Implementer

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2. The Insight Domain . . . . Pages 4 - 5

Insight is your ability to know and act without having to first think consciously. Power thinkers are noteworthy for the amount of insight they bring to a task. They use three internal and four external processes to inject insights into everything they accomplish.

Insight

-----Internal Processes-----
1. Ready Decider
2. Distressless Performer
3. Spirited Producer

-----External Processes------
1. Intrepid Committer
2. Punctual Generator
3. Peaceful Winner
4. Electric Creator

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3. The Self-knowledge Domain . . . . Pages 6 - 7

Self-knowledge, is a blend of experience, strategy and insight. Power thinkers use that same combination to create organizational and personal success. They use four internal and four external processes to consistently demonstrate and harness self-knowledge.

Self-knowledge

-----Internal Processes-----
1. Valid Viewer
2. Receptive Realist
3. Confident Keystone
4. Successful Failer

-----External Processes------
1. Principled Colonel
2. Flexible Doer
3. Inventive Finisher
4. Reliable Concluder

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4. Putting It All Together . . . . Page 8

To become a power thinker, put yourself through a 6-week development program. During this time period, you should focus on both acquiring new thinking strategies and improving your existing thought habits.

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