Patterns

• The water we swim in and don’t see
• Perception recognizes familiar patterns and creates new ones
• Memories are stored as patterns
• Thinking is exploring and modifying patterns of ideas
• Habits are patterns of action
Patterns – Based On Experience

conscious

- external sense info
- spacial context
- internal sense info
- concept(s)
- affect
- word(s) or phrase(s)
- temporal context
- history

subconscious

- parts of speech
- associated word(s) or phrase(s)
- analogies
- associated concepts
Patterns – Based On Experience

Foot sentences
Hand sentences
Mouth sentences

leg-related word  arm-related word  face-related word
Patterns – Based On Each Other

Generalization

Concept

Direct Experience

red

Direct Experience

blue

color
Patterns – Based On Each Other

Combination

Concept
Metaphors and Frameworks

• They are the super-nodes in the network of patterns

• Metaphorical sources tend to be concrete experiences
Metaphors and Frameworks

Application

Source

family tree
Metaphors and Frameworks

- They are the super-nodes in the network of patterns
- Metaphorical sources tend to be concrete experiences
- “Frameworks” include belief systems, mental models, ideologies, sets of working hypotheses, paradigms, etc.
- A framework is a set of concepts that explains “how things work”
Metaphors and Frameworks

• Many patterns get interpreted through metaphors or frameworks

• Especially important in scenarios and creating expectations
  * negotiations are like battles vs. negotiations are like journeys

• Changes in metaphors and frameworks can have profound ripple effects
Metaphors and Frameworks

Categorical Thinking

vs.

Continuum Thinking

signal

noise

crossfade
Patterns – Objects

• Persons and things
• Early and important
• Hardwired for it
Patterns – Objects

• Metaphorical source for nouns
• Defined in space, independent of context
• Creates subconscious confusion with non-object nouns – networks, patterns, systems, abstract nouns, etc.
• Biases us against seeing relationships and their importance
Patterns & Reality
Patterns & Reality
Patterns & Reality
Patterns & Reality
Patterns & Reality
Patterns & Reality

Vs.
Patterns & Reality

- Patterns about reality are partial, selective and provisional
- There is always more to learn
- Your experience is personal and unique
Patterns & Reality

... dog ...

... dog ...

... dog ...

... dog ...