

The Art of Quantum Planning

Core Ideas for Businesses and
Organizations

By Gerald Harris

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What Needs Improvement in Strategic Planning?

- Ways to get out unhealthy group-think, old patterns, and safe comfort zones
- New models and metaphors for thinking about how the organization can grow and adjust to uncertain developments and new opportunities
- Ways to bring the whole person into planning and creative work

Do we need any more evidence than today's headlines?

Really Bad Strategic Decisions Where Quantum Thinking Could Have Helped

- GM's decision to go from normal SUVs to the Hummer – Complete disregard for interconnectedness with oil markets.
- Merrill Lynch making acquisitions to generate more subprime loans – Missing the principle of both/and—what is it and where it's going.
- Lehman Brothers CEO thinking the company's problem was short sellers and capital – Stuck in dualistic thinking and positionality.

Why better planning can be found in ideas from Quantum Physics

- Quantum physics looks at the universe as a whole system and seeks to learn how it works.
- Planning involves thinking systemically, framing ideas, and using models and metaphors to improve understanding.
- By nature human beings draw from nature and many other fields activity to create meaning.
- Powerful ideas and models for thought exist in quantum physics and can be translated and used to help find meaning in other areas of human endeavor.

We Can Learn to Be More Creative from the Way the Universe Works!

Seven Big Ideas

1. Everything is Energy
2. Non-Duality
3. Uncertainty and Positionality
4. Observation and Intention
5. Time and Space as Illusion
6. Many Worlds
7. Field of All Possibility

Learning
Creativity
Innovation

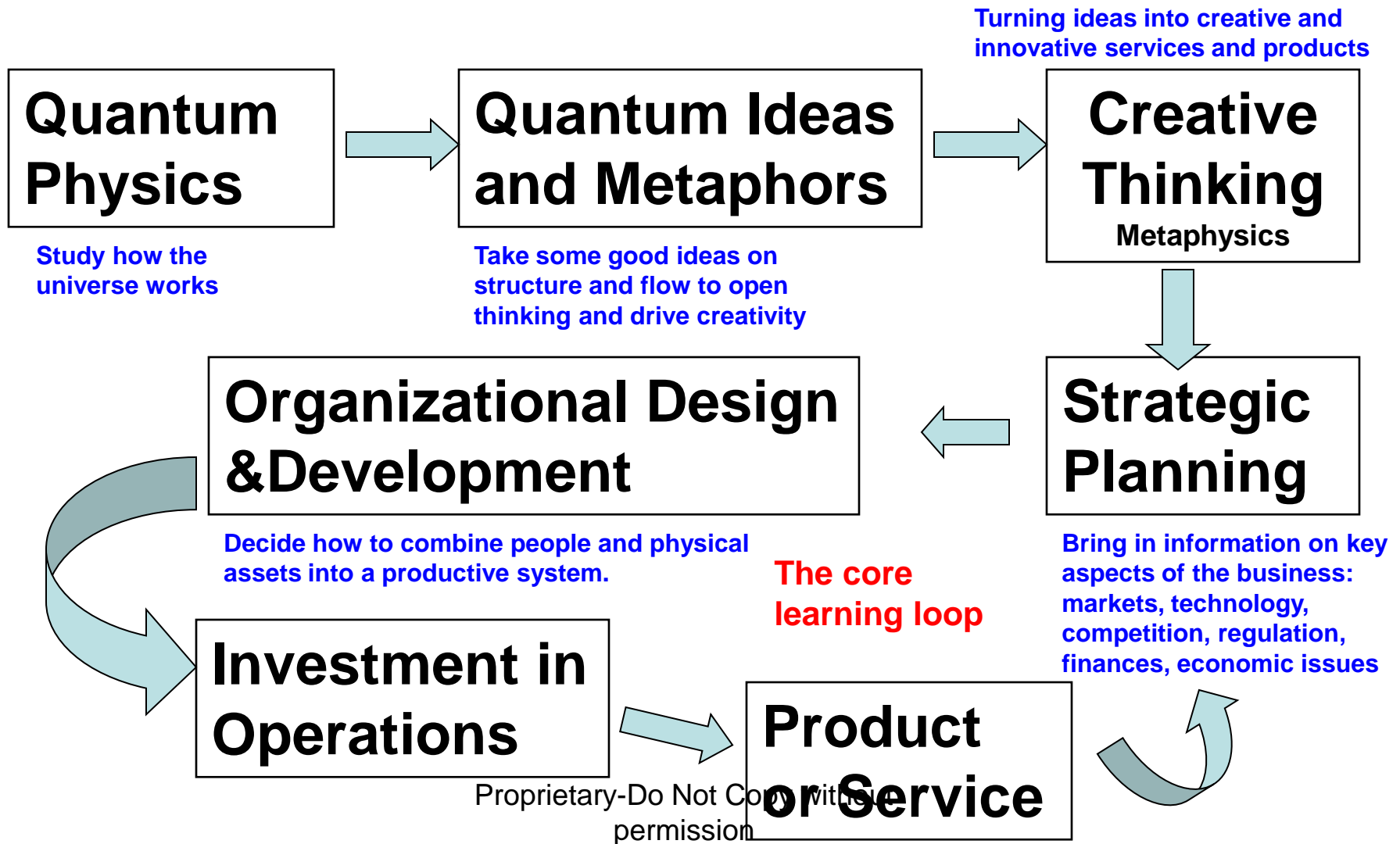


Quality
Questions



Open Thinking

The Pathway from Quantum Physics to Success in Business Strategy



1. Everything is Energy!

Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>Everything in the Universe is composed of energy at its various levels. Energy equals matter vibrating at the square of the speed of light [$E=mc^2$] tell us that all matter is composed of energy vibrating at various levels $m=E/c^2$.</p>	<p>Our organizations and businesses are composed of energy-they are alive. The assets (mass) of our organizations have to be used in a high vibration manner to create the energy that gives our organization life. The ease of use and accessibility of the value our organizations deliver sets the vibration level.</p>

2. Non-Duality

Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>Light has the properties of both a particle and a wave. It is both and can display the properties of both. Depending on your point of observation it can be one or the other.</p>	<p>We must see things and ideas for what they are <u>and</u> the direction they are moving. The needs and desires of a customer can be both discrete and continuous. The purpose of the organization can be very specific and multi-faceted. An event in the business environment can mean more than one thing depending on the point of view from which it is observed.</p>

3. Uncertainty and Positionality

Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>You cannot simultaneously know (measure) the speed and the position of an electron. The very process of measuring the speed or position affects the other. Uncertainty is inescapable.</p>	<p>It is not possible to get all the information needed to make the exact right decision. Taking a position that any perspective is “right” is inherently limited by that subjective point of view. A shift in point of view changes what we can measure and see. No analysis can be complete or definitive because what something is now may not be what it is in the future.</p>

4. Observation and Intention

Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>The probability of where a particle is reduces when we observe it. Our observation at the moment we make it and measure it <u>is</u> real. Other observations from other points of view are also real.</p>	<p>Our observations and intentions are powerful and influence the reality we are observing. However, our intentions and observations do not cause a single reality. A different point of observation with different intentions can create a new reality. Intention must be paired with openness.</p>

5. Space and Time Illusion

Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>Some particles can travel at greater than the speed of light and are not confined to time. Some properties of particles occur at faster than the speed of light in the universe so they happen in no time. The creative power of the universe is not limited by time. The universe can create without time as an essential ingredient.</p>	<p>Perceptions about the past or the future are not limitations on creativity or what is possible. Any “this” before a “that” is only a perception from a particular point of observation, not reality. What can be created is not limited to a particular sequence that stands for all time. Something new can appear out of “nowhere” and change everything.</p>

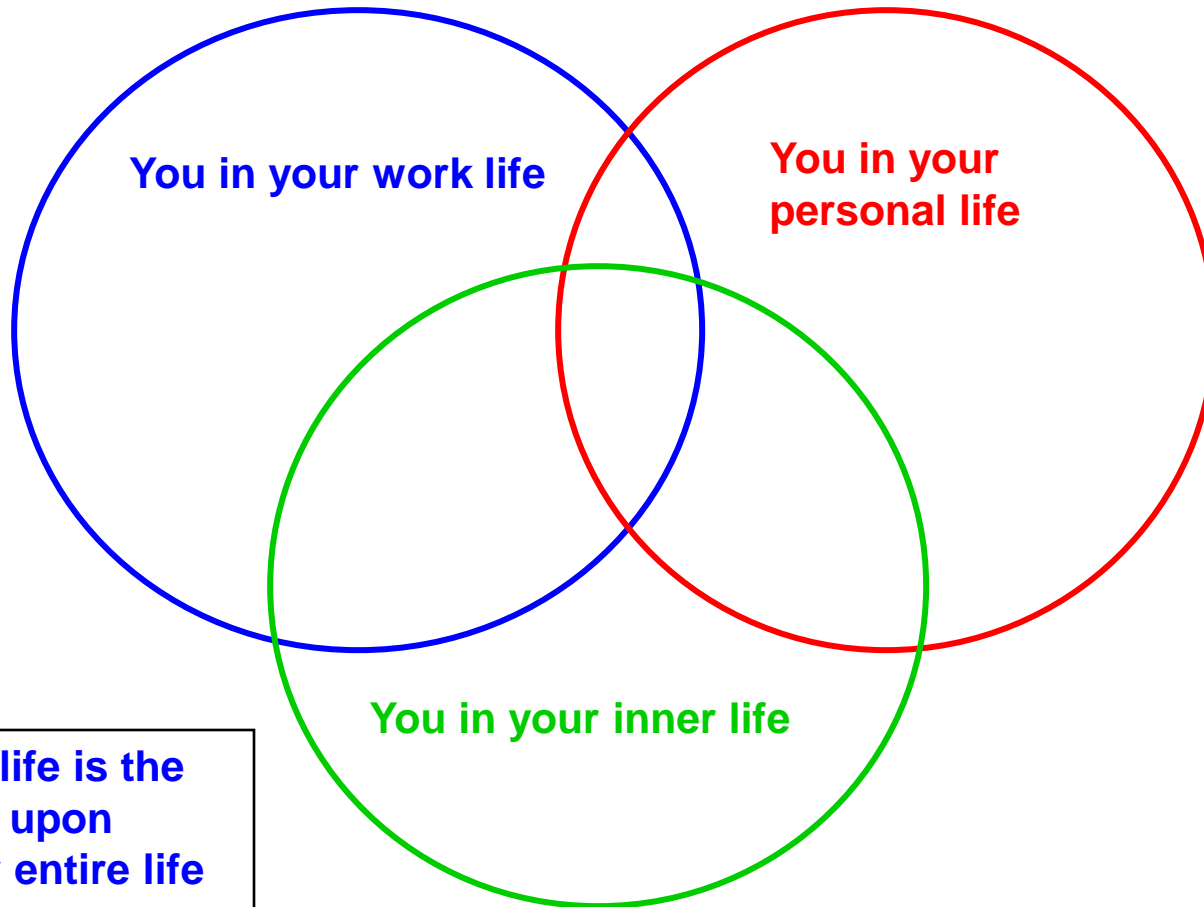
6. Many Worlds

Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>A different point of observing a particle can lead to different measurements of its position and different probabilities of its velocity. All the different measurements are real from their position of observation. Therefore there can be multiple realities.</p>	<p>Perception about the business environment and events set context. Depending on the point of observation there can be multiple contexts; each one valid. Creativity and planning has to challenge all assumptions and “sacred cows” in the organization. Openness to different world views is required for more robust planning.</p>

7. The Field of All Possibility

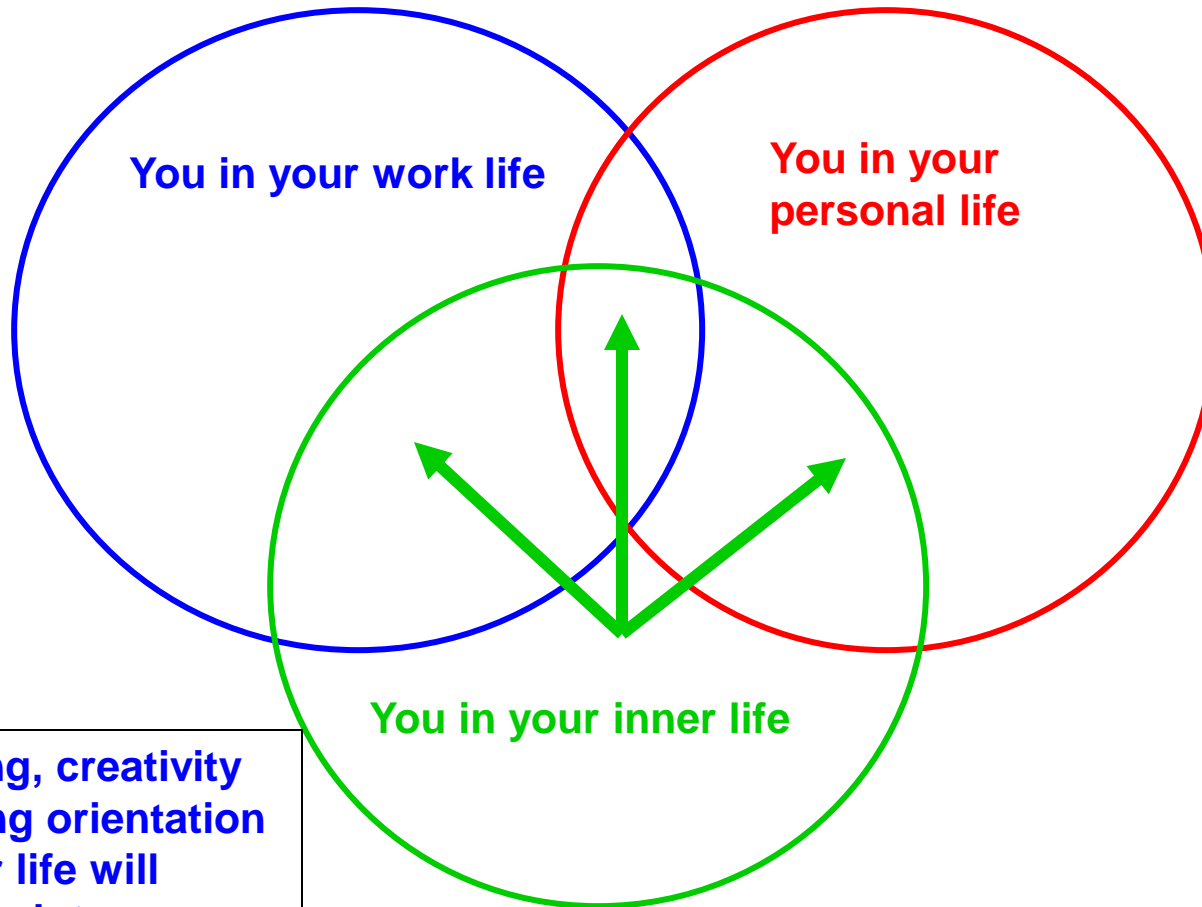
Idea in Quantum Physics	Quantum Idea Translated for Planning & Creativity
<p>Everything is connected to everything else in a unified field. The unified field balances weak and strong forces. The state of the field is not confined to time or a particular sequence and can change instantaneously. All that is possible is in the field. The field will always be in balance and change what needs to change to achieve it.</p>	<p>Planning and creative activity have to be based on a shared understanding the interconnectedness of all and the infinite range of what is possible. What is possible in the market cannot be limited or controlled from any single position. All actions affect the market and cause reactions. Creative work must acknowledge both infinite possibilities and the requirement of balance.</p>

How you are anywhere is how you are everywhere



**Your inner life is the
foundation upon
which your entire life
is built.**

How you are anywhere is how you are everywhere



**Open thinking, creativity
and a learning orientation
in your inner life will
naturally flow into your
work and personal lives.**

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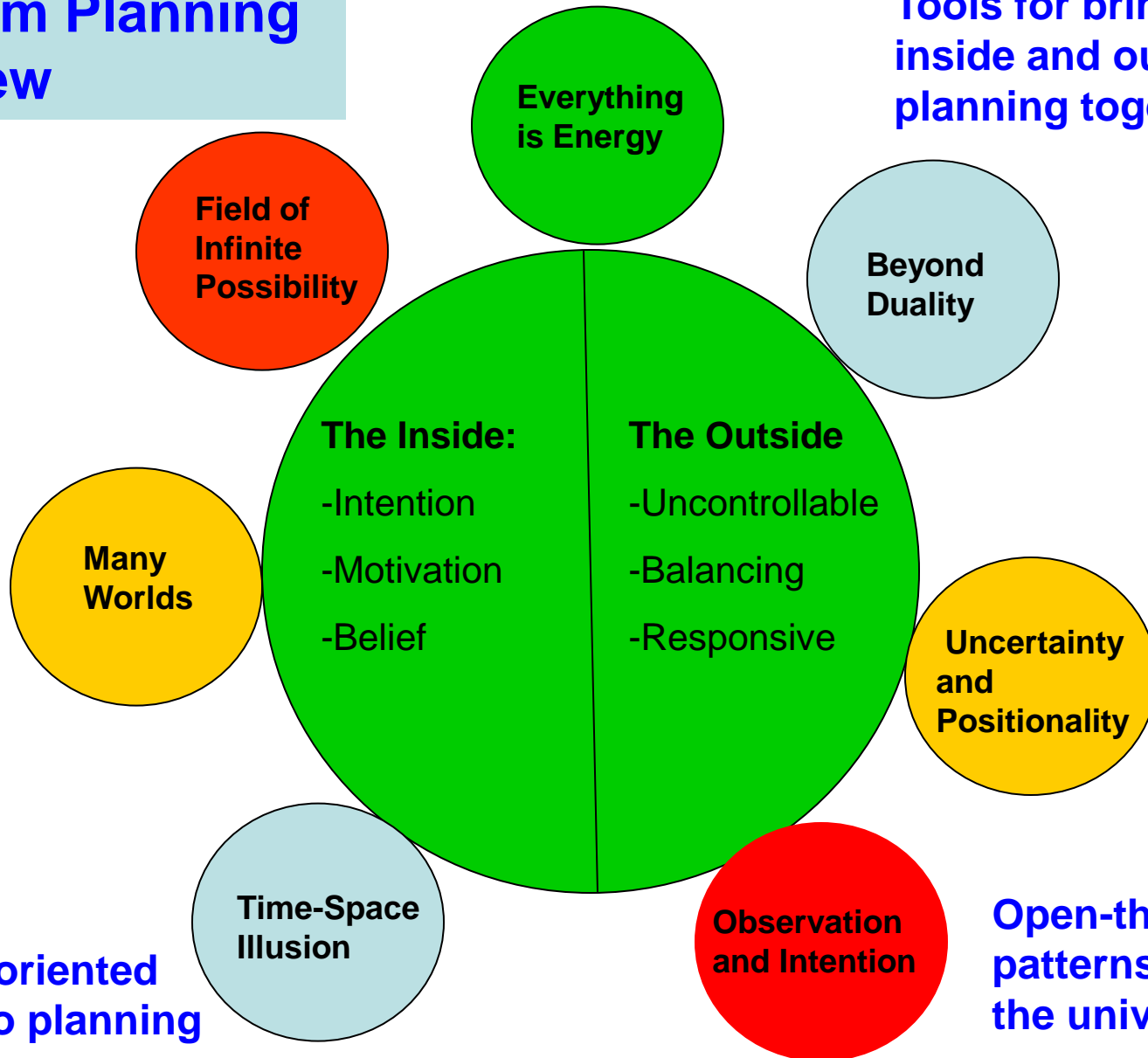
How you are anywhere is how you are everywhere

“I fully realize that no wealth or position can long endure, unless built upon truth and justice; therefore I will engage in no transaction which does not benefit all whom it affects. I will succeed by attracting to myself the forces I wish to use, and the cooperation of other people. I will induce others to serve me because of my willingness to serve others. I will eliminate hatred, envy, jealousy, selfishness, and cynicism by developing love for all humanity, because I know that a negative attitude toward others can never bring me success. I will cause others to believe in me because I will believe in them, and in myself.”

From Think and Grow Rich, by Napoleon Hill

Quantum Planning Overview

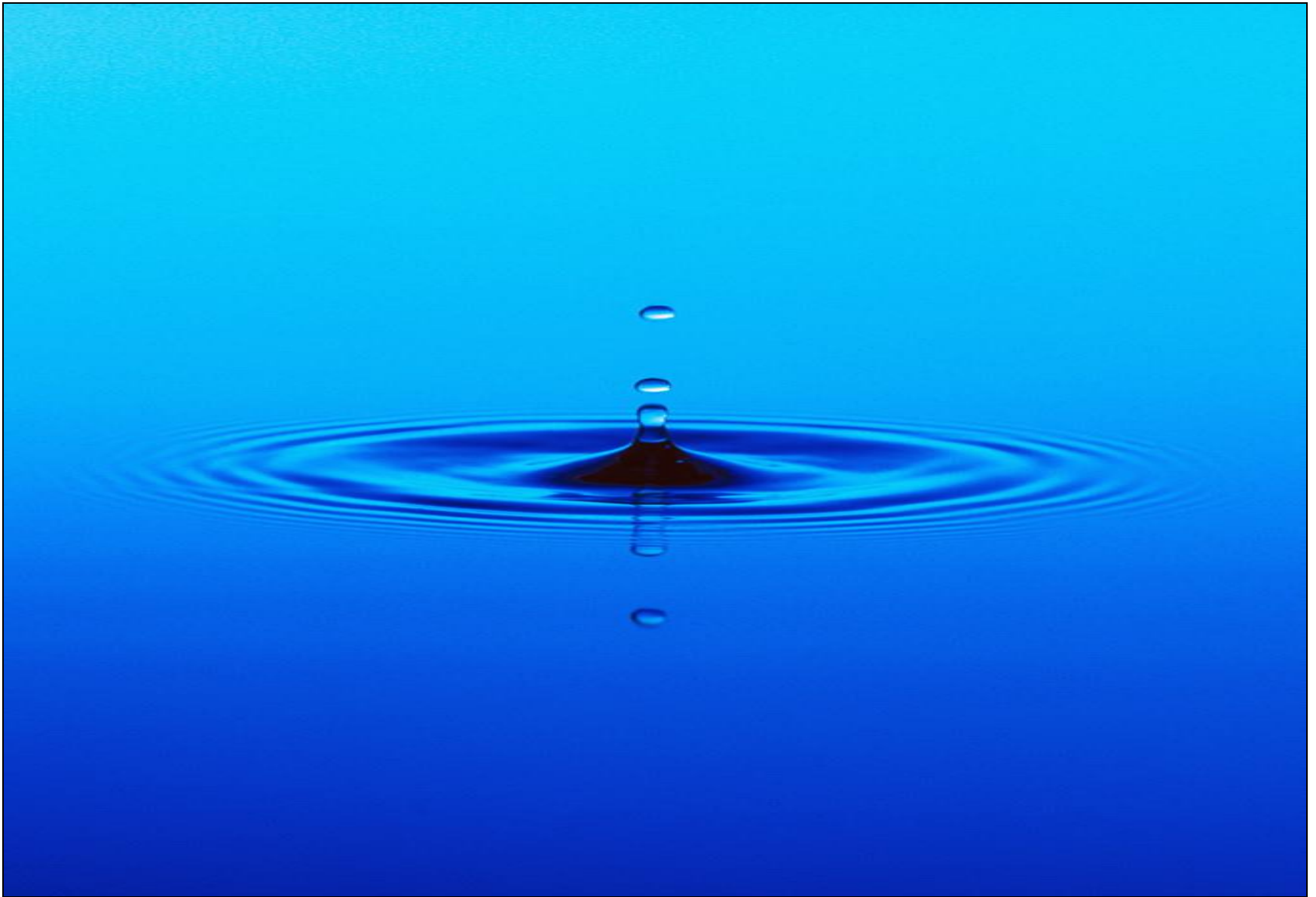
Tools for bringing the
inside and outside of
planning together.



A learning-oriented
approach to planning

Open-thinking by
patterns from how
the universe works

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