

The Power of a Paradigm

Paradigm Shift



Paradigm Shift- Definition

- A **paradigm** (pronounced pair-a-dime) is a perception or a group of ideas about how things should be done, made, or thought about. In other words, it's your perspective on the world, your point of view, or your beliefs about what's true.
- A **paradigm shift** occurs whenever there's a significant change in the way an individual or a group perceives something, and the old paradigm is replaced by a new way of thinking, or a new belief.

Why Should I Care?

- Paradigm Shifts tend to fuel **Major Improvements!**
Much more than simple Continuous Improvement Process.
- Tom's Story
Clothes make the man.



Your Catalyst

△ **Change your THINKING**

And you can CHANGE YOUR WORLD

Business is in Crisis

- Small Business in crisis.

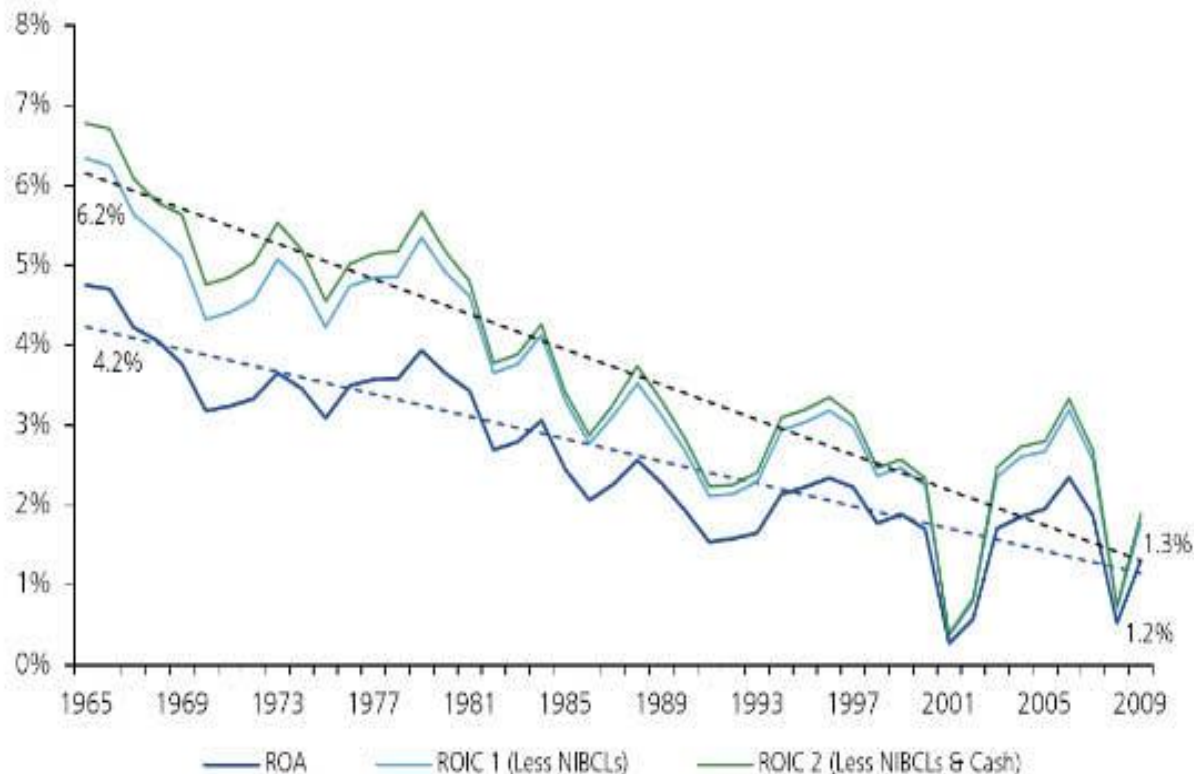
The statistics show major issues!

- Larger Enterprises in crisis.

Surprisingly, they have their own problems.

Economy in a massive shift

Exhibit 6: Economy-wide Return on Invested Capital (ROIC) (1965-2009)










Source: Compustat, Deloitte analysis

Economy in a massive shift

Trends that give buyers the upper hand.

Figure 3. The Big Shift's trends

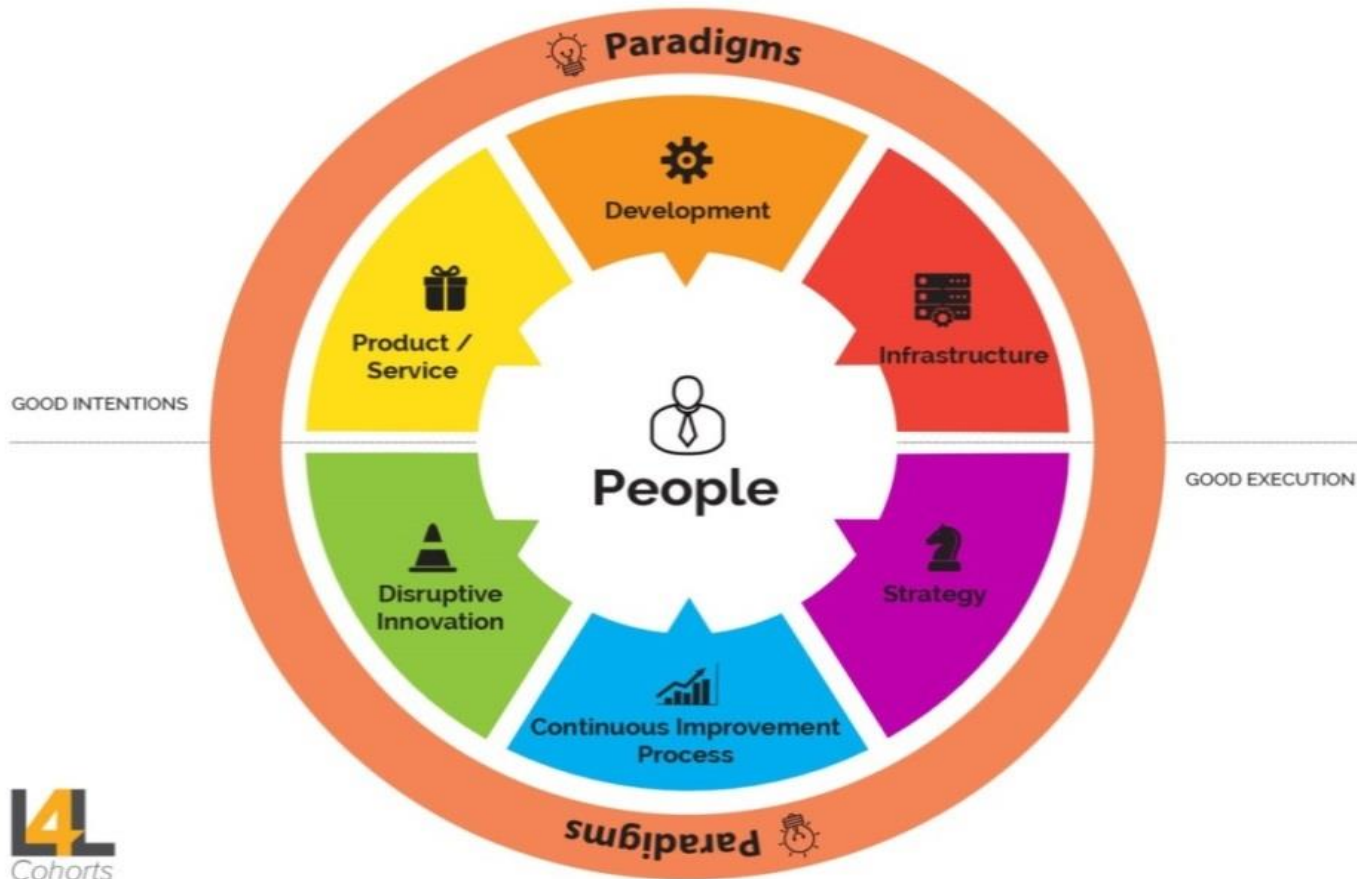
Foundational trends		The cost of computing power has decreased from \$222 per million transistors in 1992 to \$0.06 per million transistors in 2012.
		The cost of data storage has decreased from \$569 per gigabyte of storage in 1992 to \$0.03 per gigabyte in 2012.
		The cost of Internet bandwidth has decreased from \$1,245 per 1,000 Mbps in 1999 to \$23 per 1,000 Mbps in 2012.
		The overall trend of index of economic freedom, a compilation of 10 indicators measured by the Heritage Foundation, has been increasing since 1995.
Impact trends		Nearly 70 percent of customers agree that they have increased information and choice about brands.
		The compensation gap between the creative class and the rest of the workforce has steadily widened over the past 10 years.
		The economy-wide return on assets (ROA) has declined over the last 47 years, to a quarter of its 1965 level in 2012.

Source: John Hagel, John Seely Brown, Tamara Samoylova, and Matt Frost, *2013 Shift Index metrics: The burdens of the past*, Deloitte University Press, November 11, 2013, pp. 9-27, <http://dupress.com/articles/the-burdens-of-the-past/>.

Graphic: Deloitte University Press | DUPress.com

Curriculum Overview

THE L4L ENTERPRISE WHEEL ILLUSTRATION



9 Paradigms for Heroic Leaders

1. The E Conundrum- What got you here won't get you THERE!
2. Building Alignment - Lead Leadership Team around your Culture
3. TFA – Controlling the battlefield of the MIND
4. Reactive vs Purposeful Behavior- Making Great Choices
5. Attraction to Disruptive Innovation and Transformation
6. Caring Accountability
7. Enriching the Lives of all Stakeholders- Service and Stewardship
8. Think Win-Win-Win
9. Life in Balance





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And you can CHANGE YOUR WORLD

IN VERY MAJOR WAYS!

