



DECIDE. ACT. MAINTAIN. SUCCEED.

## **Tip #11 of 12 Mindset tips for improved performance:**

### **The Law of Requisite Variety –**

**The system/person with the most flexibility will control the system**

Have you ever met anyone who is inflexible in their thinking or in their position on an issue? Or, have you ever tried to persuade someone simply by stating your position over and over – perhaps in a louder voice? Has it happened to you? How effective is that?

Have you met people who have the ability to talk to anyone? Think of the CEO who knows the names and talks to the people in the shop with the same ease and grace she negotiates with vendors or communicates to her board.

When you think of the relationship between success and the ability to communicate; imagine what could happen as you learn to become more flexible because you want to win more often.

Successful people find solutions. They are flexible in their thinking and in their adaptation to their environment. They adapt a mindset of looking for new ways to solve problems.

Einstein said, "*Problems cannot be solved by the **same level of thinking** that created them.*" That's flexibility of thought.

Aristotle, "***Soul and body, I suggest, react sympathetically upon each other.***"

There is, without doubt, a mind-body connection. Massage therapists, trainers and other professionals who work with people's bodies know this to be true: people who are stiff in their body are often less flexible in their thinking than those who are loose and flexible.

Could you consider the possibility that, by making your body more flexible; your thinking could begin to expand? What about meditation? Just imagine, that through some simple



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exercises you could increase your flexibility in thinking and communicating and, as a result, become more successful in your field.

What can more flexibility in your thinking do for you? Imagine a conversation that seems to go around in circles, with no foreseeable resolution. By recognizing the simple idea that no decisions will be reached without new information; could you invite the other person to “look at this from a different perspective” and then explore new options. Even if the options you discuss are not realistic, at least this gets you out of the same repetitive pattern.

To recognize this is to be more flexible. You don't even need to have the answers to the different perspectives; by simply inviting the other person(s) to explore them presupposes they are there, doesn't it? This is one more way to become the problem solver by simply asking the right questions.

Remember Edison's 10,000 ways it didn't work! If he was not flexible in his thinking would he have ever invented the incandescent light bulb? How much longer might it have taken?

Practice looking at things with fresh eyes. Imagine there are alternative ways to view events, conversations, comments. Practice moving your body. Stretch. Take a yoga class, walk your dog, do something to move on a daily basis. Add some gentle flexibility training to your daily routine and you'll begin to notice your thinking start to change too.

The Law of Requisite Variety – be the person who is most flexible. And win more often.