IT'S THE HUMAN BEING THAT COUNTS

humanizing KWORK

HOW DO WE SUCCEED?







A DIFFERENT APPROACH











HISTORIC SHIFTS









Pre-500 BCE

500 BCE-1500 CE

1500-1800

1800-1950s

1960-Today

POWERFUL SELF



MUHAMMAD ALI



"It's hard to be humble when you're as great as I am."

RAY KROC



"If any of my competitors were drowning, I'd stick a hose in their mouth and turn on the water. This is rat eat rat, dog eat dog."

POWERFUL SELF

Courage

Speed

Directness





Fear

Chaos

Might=Right

STABLE ORDER







CATHERINE THE GREAT



"The equality of the citizens consists in that they should all be subject to the same laws."

DWIGHT D. EISENHOWER



"The world no longer has a choice between force and law; if civilization is to survive, it must choose the rule of law."

STABLE ORDER

Sacrifice Self

Long View

Predictable



Restrictive

Judgmental

Bureaucratic

STRIVE TO ACHIEVE



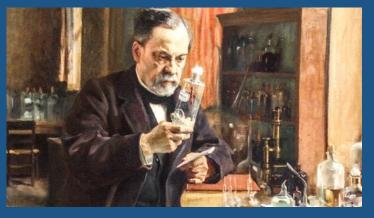


JAMSEDJI TATA



"What advances a nation or a community is not so much to prop up its weakest and most helpless members, but to lift up the best and the most gifted, so as to make them of the greatest service to the country."

LOUIS PASTEUR



"Science is the highest personification of a nation, because the nation that wins will be the one which carries furthest the works of thought and intelligence."

STRIVE TO ACHIEVE

Inventive

Empirical

Meritocratic





Exploitative

Materialistic

Manipulative



WE

MARTIN LUTHER KING, JR



"I have a dream that my four little children will one day live in a nation where they will not be judged by the color of their skin but by the content of their character."

14th Dalai Lama



"Human happiness and human satisfaction must ultimately come from within oneself. It is wrong to expect some final satisfaction to come from money."

DAN PRICE

CEO, Gravity Payments



"\$70,000 / year is our new minimum wage. I've cut my own salary to cover the costs."

CHARLIE KIM

CEO, Next Jump



"We don't fire anyone.

If they're not working
out, we'll train them or
pay them until they
find a new job."

Collaborative

Inclusive

Idealistic



WE

Indecisive

Avoid Conflict

Correctness

Correctness



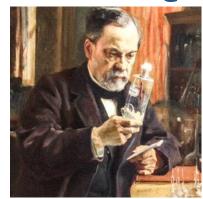








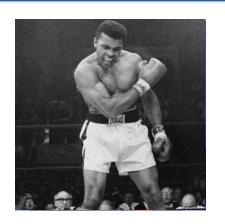








Correctness



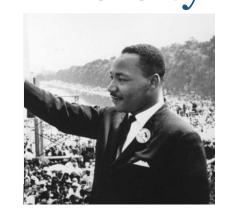














POWERFUL SELF



STABLE ORDER



STRIVE TO ACHIEVE



FAIRNESS & CONNECTION



Exploitation!

Meritocracy? If you're born with enough advantages!

POWERFUL SELF



STABLE ORDER



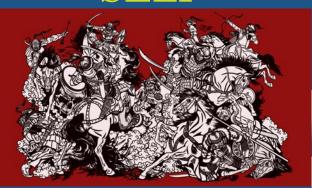
STRIVE TO ACHIEVE

FAIRNESS & CONNECTION



In the real world, we have to figure out how to pay for that!

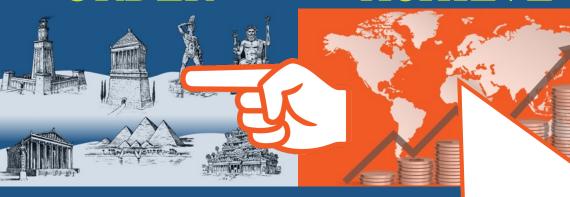
POWERFUL SELF



STABLE ORDER

STRIVE TO ACHIEVE

FAIRNESS & CONNECTION





And you, quit holding us back! You're regulating all the progress out of the system!

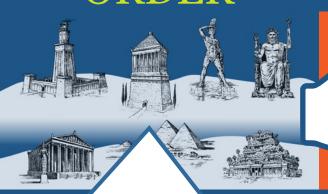
POWERFUL















If it weren't for us, you'd run roughshod over everyone. We need safety!

BALANCE OF SYSTEMS

POWERFUL SELF



STABLE ORDER



STRIVE TO ACHIEVE



FAIRNESS & CONNECTION





BUSINESS FOCUS

POWER PROCESS PROFITS PEOPLE







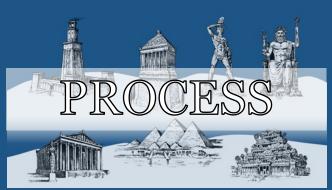




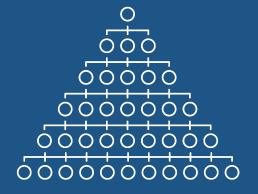






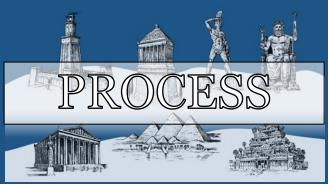




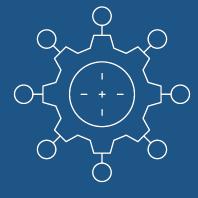






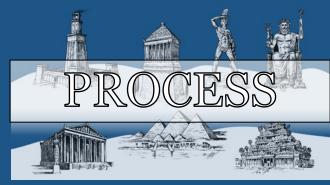
















BALANCE









BALANCE

Collaborative

Inclusive

Idealistic

Inventive

Empirical

Meritocratic

Sacrifice Self

Long View

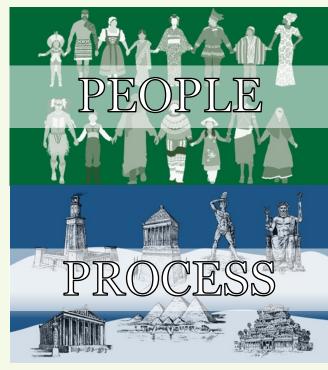
Predictable

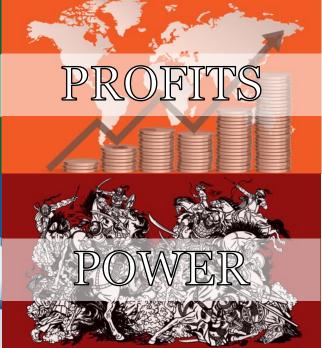
Courage

Speed

Directness

Amplify +





Dampen

Indecisive Avoid Conflict

Restrictive

Judgmental

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