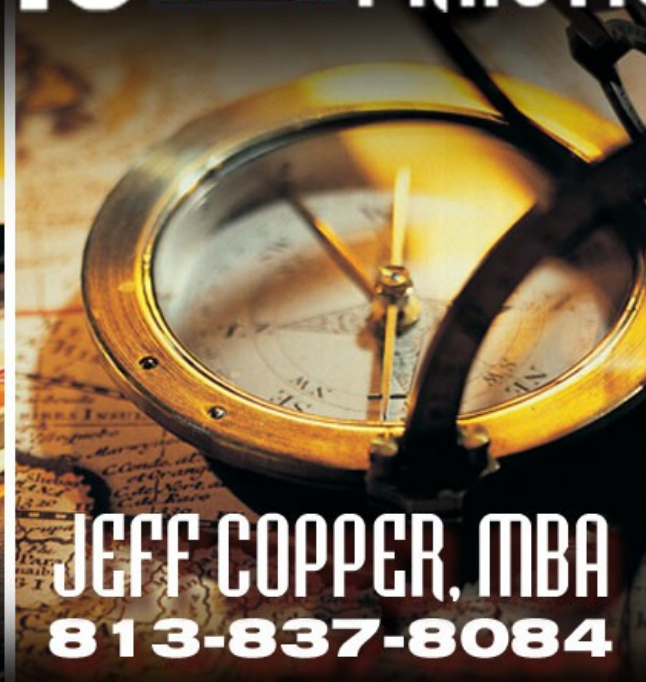


DIG COACHING PRACTICE



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**What is insightful thinking, and how can
it help YOU?**

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About This Presentation

In this presentation, I'm sharing my personal thoughts on insightful thinking. Understand, I am not representing my **mental model** as a scientific fact. Rather, I'm just paying attention to problem-solving differently.

By sharing my insights, my hope is you will look at things in a different light, that you will gain insight on alternative ways to go about finding YOUR obvious solution, which right now might not seem so obvious.

Today's Objectives Are

1. To differentiate the fundamental difference between insightful and methodical thinking, putting them in a context we can understand.
2. To use the differences between insightful and methodical thinking to understand the differences between coaching and consulting.
3. To use attention deficit disorder and insightful thinking to gain new insights on ADD traits.
4. To bring awareness of HOW to find YOUR obvious solution when it is NOT so obvious.

Methodical Thinking

To begin, let's define methodical thinking and look at its characteristics.

Methodical thinking is thinking or acting in a systematic or sequential way. Proceeding systematically, without trial and error, by adhering to a predetermined method, system, or known relationship.

Synonyms: with order, neat, planned

Antonyms: chaotic, disorderly, haphazard, random

Characteristics of Methodical Thinking

- Being methodical is the holy grail of science.
- Characteristically, methodical thinking means:
 - Applying known relationships or things associated to each other
 - Planning, not being random or in the moment
 - It removes the need to think or discover.
 - It is not ambiguous. It is easy to grasp and understand.
 - Methodical is about making intangible things tangible and measurable.
- **Here is the key:** Methodical thinking takes place after **insight**.

Insightful Thinking

Insightful Thinking is the sudden and immediate comprehension or understanding that takes place without **overt** trial-and-error. It occurs when people recognize relationships (or make novel associations between objects or actions) that can help them solve new problems. Insightful thinking is the understanding of the motivational forces behind one's actions, thoughts, or behavior.

Synonyms: perception, intuition, understanding, grasp

Antonyms: ignorance, stupidity

Characteristics of Insightful Thinking

- Insight is a **cherished theme** and plays a crucial role in our fables of science and discovery. It is the “Eureka! I’ve got it!” The “ah-ha”.
- An “ah-ha” is the comprehension of something after seeing it in a different light; it comes when you pay attention to things differently or realize you were paying attention to the wrong thing.
- Insight is the process of making **unexpected associations**.
- Insight is the flypaper of an unfocused mind, trapping new ideas through unexpected associations
- Insight is the process of discovery. It is the **process of paying attention to things differently**. By nature, it is ambiguous and not linear.

More on Insightful vs. Methodical Thinking

- At its core, insight is viewing something in a different light, **paying attention to it differently**. Thus, insight is a function of what you are paying attention to.
- Intuitively, we understand the important role insight plays in our world. However, few of us acknowledge or understand there is a **fundamental difference** in addressing a problem using insight versus a more analytical or methodical approach. In fact, methodical thinking inhibits insightful thinking
- Methodical is the **process of applying steps**. Insight is the **process of making unexpected associations**, which can be made more **difficult by methodical reasoning**.

Something to Think About!

Before we look at some examples, I have something for you to think about. When the world was believed to be flat, methodical thinking produced flat-based solutions. It took insight to see the world was round. The new insight then led to methodical thinking, producing round-based solutions.

My point here is this: What seems to be obvious is a product of what you pay attention to. So think about this: If the obvious solution isn't working, it might mean you are paying attention to the wrong thing.

Examples

Let's look at some examples
to gain insight on insightful thinking.

Illustrative Example #1

- The following are all used as the same thing. Can you figure it out?
 - Carrot
 - Cheese
 - Hot dog
 - Apple
- How are you going about figuring this out?
- What steps are you using?

Illustrative Example #1

- The following are all used as the same thing. Can you figure it out?
 - Carrot
 - Cheese
 - Hot dog
 - Apple
- How are you going about figuring this out?
- What steps are you using?
- **Answer: they are all food**
- **How do we know they are all food?**

Illustrative Example #2

- The following have all been used for the same thing.
Can you figure it out?
 - Coins
 - Shells
 - Salt
- How are you going about figuring this out?
- What steps are you using?

Illustrative Example #2

- The following have all been used for the same thing.
Can you figure it out?
 - Coins
 - Shells
 - Salt
- How are you going about figuring this out?
- What steps are you using?
- **Answer: They have all been used as a form of currency.**
- **How do we know they are all used as currency? How did you figure this out? What steps did you use?**

Illustrative Example #3

- The following are used as the same thing. Can you figure it out?
 - Pencil
 - Eyeglasses
 - Hammer
 - Wheel
 - Sewing needle
- How are you going about figuring this out?
- What steps are you using?

Illustrative Example #3

- The following are used as the same thing. Can you figure it out?
 - Pencil
 - Eyeglasses
 - Hammer
 - Wheel
 - Sewing needle
- How are you going about figuring this out?
- What steps are you using?
- **Answer: They are all used as a tool.**
- **How do we know they are all used as a tool? How did you figure this out? What steps did you use?**

Reflecting on the Examples

- Think about the examples covered. What was the process you used to figure out the answer? How did you solve the problem **without any** trial and error or **overt** trial and error?
 - Did you use insight to see what was common? Or did you suddenly comprehend it when I gave you the answer?
 - Do you see how insight—paying attention in different ways—might result in an unexpected association?
- Okay, one last example with two parts to drive the point home!

Illustrative Example #5: The 4 Nines

Using the order of operations, arrange the four nines in order using addition, subtraction, multiplication, or division so that the sum equals 100.

9 9 9 9

- Were you able to solve the problem? How did you figure it out? What steps did you use? How long did it take you?
- I'm not going to give you the answer yet. Let's solve another problem first.

Illustrative Example #6: Solve for “X”

Solve for “X”

$$(9/9) + X = 100$$

- Were you able to solve for X? How did you figure this out? What steps did you use? How long did it take you?

Math Example Review

- In the Solve for “X” math example, can you see how simple it was to solve the problem? Just use the order of operations:
 $9 / 9$ is 1
 Subtract 1 from both sides of the equation, and
 $X = 99$
- Do you see how you use methodical thinking to solve the problem **without ANY** trial and error?

Math Example Review (cont'd)

- In the four nines math example, how do you solve the problem methodically **without overt** trial and error? Look at the options:
 - $9*9*9*9=6,561$
 - $9+9+9+9=36$
 - $9+9+9-9=27$
 - $9*((9+9)/9)=18$
 - Etc. (and the options go on)
- Before summarizing, if you have not figured it out, the Solve for “X” problem gives you the answer to the four nines problem. It is $(9/9) + 99 = 100$

Insight on Problem Solving

- Here is what I want you to think about. Solving the four nines problem without methodically calculating every mathematical possibility can be done more effectively by using INSIGHT.
- Think about, pay attention to the two different math problems and the differences in how you went about solving them.

Let's Understand Coaching

Let's understand coaching and use insightful thinking to do it.

*Methodical thinking is to consulting as
insight is to coaching.*

In this context understand a consultant is a parent, teacher, financial planner, lawyer, doctor, therapist, counselor, insurance agent, boss, mentor, etc. What is common to all of these is this. **In general**, they all have what they believe is the obvious solution, the answer, a methodical sequence of steps for you to use that are sure to produce the desired outcome.

Coaching (cont'd)

Coaching, at least in my definition, is about solving problems using insightful thinking. It is the process of opening and preparing the mind to make new associations using insight, to suddenly comprehend or understand something by paying attention to it differently. It is recognizing relationships or making novel associations that help solve problems on an individual level. The only thing methodical about coaching is facilitating **THE PROCESS** of insight and discovery, using a variety of tools to help you pay attention to things differently.

My job as an attention coach is to facilitate the “ah ha!” In fact, the **“ah-ha” is the holy grail of coaching.**

Now I Want to Share My Insights on ADD

“Only that in you, which is me, can hear what I'm saying.”

~ Ram Dass

A Look at ADD Traits

When I pay attention to ADD and those who think of ADD in terms of a deficit or disorder, my sense is that they are paying attention to how you are broken; how those with ADD should be the same as them; how **their** methodical thinking, processes, and solutions should work for you. They pay attention to and label the negative aspects of ADD that manifest when ADD-ers are **bored or disinterested**.

Those who don't have ADD don't seem to notice how they get distracted or impulsive when they are **bored**; how **they, too, procrastinate** when they are disinterested in something. They are ignorant, oblivious to anything other than what they pay attention to.

Here's What I Pay Attention to When It Comes to ADD Traits

After coaching those with ADD, I've gained a lot of insight on them. I pay attention to what they pay attention to and realize they don't have a problem paying attention to what interests them.

As I've discovered this, I, too, have labeled their traits. Let's compare the labels.

Comparing ADD Labels

What They Pay Attention To

- Distractibility
- Impulsivity
- Hyperactivity
- Laziness

* Traits when ADD-ers are bored or disinterested

What I Pay Attention To

- Curiosity
- Creativity
- Life endurance
- Passion

*Traits when ADD-ers are interested

They pay attention to ADD-ers when ADD-ers are bored. I pay attention to ADD-ers when they are interested. The moral here is that what is obvious depends on what you are paying attention to.

ADD-ers and IDD-ers

I coach a fair number of people who **don't** have ADD. Sometimes I lovingly refer to them as IDD-ers, short for **interest deficit disorder**. I call them IDD-ers because many come to coaching **unfulfilled and bored with life**. Most **don't** have trouble paying attention to what they **believe to be important**. IDD-ers can't seem to pay attention to what they are interested in! Characteristically, they are not very creative or curious and have low energy levels with little or no motivation. The ah-ha for me as an attention/ADD coach was when I realized many ADD-ers are more naturally intuitive thinkers. That curiosity and creativity lends itself to insightful thinking, provided it is not inhibited by methodical thinking!

Their Obvious Solutions

Insightful Solutions that have worked for ADD-ers

- Picture to-do list
- Guitar practice at a coffee shop
- The river of time (flows)
- The verbal processor
 - Singing notes in a rocking chair
 - The cat talker
 - My story

Why I Think Insightful Thinking is Helpful.

Let's Use ADD-ers As a Metaphor

To me, this thing called attention deficit disorder (ADD) is as unique as the individual. It manifests at different times, in different intensities, in different ways, and is accompanied by what many call co-morbid conditions. To me, understanding ADD is the **study or science of one**. It is the study of how **you individually work**, not how you are like everyone else, but how you are different. Too often, I find ADD-ers **relying on methodical thinking** or the top 10 list of obvious solutions. They rely on the experts to tell them what to pay attention to to move forward, when using insight to understand how they naturally work might be more effective.

The moral of this metaphor is this: Working with an individual is the study or the science of one. By definition, the top 10 list of obvious solutions will not always work!

The How Part (The Art – The Skill)

Now, for those insightful individuals who have been paying attention to what I've been paying attention to in this presentation, I want to acknowledge that I skipped over the **HOW** part. I went from defining and differentiating methodical and insightful thinking, illustrating it, then jumped right over the **HOW** part, putting a spotlight on what it looks like when it's done. Here's why:

It is beyond the scope of this presentation. The purpose of today was to **present my mental model** in hopes you will have your own insight on insightful thinking. This is key, because you have to have insight on the differences between how they both work before you can understand or recognize **HOW** insightful thinking works.

More on the How Part (The Art – The Skill)

You see, how you go about insightful thinking is nothing like following the order of operations to solve a math problem. Insightful thinking is a developed skill whereby you intuitively pay attention to things differently to gain new insight. Thus, how to think insightfully is **more of an art than a science!**

Yes, **there are tools** designed to open and prepare your mind for insightful thinking, just like there are tools such as the order of operations, multiplication tables, etc., for solving math problems. **But here is the thing.** There are many types of insightful math problems, each with its own unique solution in the same way you have your own unique solutions.

More on the How Part (The Art – The Skill)

The question here is what is the most effective way to obtain an answer? Methodically applying every possible solution? Or developing and using your insight to solve problems without overt trial and error?

At the end of the day, **the insight is this**: To understand HOW to solve problems insightfully, you need to **pay attention to it as an art (not a science)**. You need to **pay attention to it as a skill (not a thing)**, because, without this insight, you won't recognize it (how to do it if you saw it demonstrated). You won't recognize it in the same way you won't find round-based solutions if you are paying attention to the world being flat!

Insightful Thinking Summary

- We defined insight and methodical thinking, put them in a context, and illustrated how they are **fundamentally different** and how they arrive at solutions via a different process.
- We learned insightful thinking is a **sudden comprehension** after making an **unexpected association** without **OVERT** trial and error that resonates when one pays attention to something differently. That insightful thinking is **THE PROCESS** of discovery and is **not linear** like solving the four nines problem.
- We learned methodical thinking is acting or thinking in a systematic way by **adhering to a predetermined** method or system arriving at a solution without trial and error, that methodical thinking is the **APPLICATION of a process** like the order of operations in the Solve for “X” problem.
- We overlaid both thinking processes to put coaching and consulting into a new context and gained insight into the role of both.

Insightful Thinking Summary (cont.)

- We looked at using insightful thinking as a way to pay attention to ADD traits differently, and in so doing:
 - We realized that what is obvious depends on what we pay attention to.
 - We concluded that everyone is different and the top 10 list of obvious solutions will not always work for us.
 - We understand that insightful thinking is an alternative when methodical thinking is not producing an obvious solution that works.
- We looked at some not-so-obvious solutions found by others using insightful thinking skills to move forward. In the end, they found THEIR obvious solution that at first was not so obvious.

Homework

Like any good coach, I have some homework for you in the form of two questions:

1. What is possible for you if you looked towards insightful thinking to move forward when the obvious solution (methodical thinking) isn't working?
2. What is possible if you began developing your insightful thinking skills (what I call attending skills)? Developing your skills and using them to understand how you individually work?

We Won't Leave You Hanging!

- Many thrive on accountability. For those who do, I don't want to leave you hanging. I'd like to invite you to email your homework to me.
- Many of you are wondering what your next step might be. What is the next step toward finding YOUR obvious solution? I'm going to give you a few days, but after you have had a chance to work your homework, watch your inbox. I'll be following up with some ideas around what alternatives are available to you for your next step.

I'd Like to Leave You With This

*The **intuitive mind** is a sacred gift and the **rational mind** is a faithful servant. We have created a society that honors the servant and has forgotten the gift.*

—Albert Einstein

Or What I Like Better

*The **insightful mind** is a sacred gift and the **methodical mind** is a faithful servant. We have created a society that honors the servant and has forgotten the gift.*

—Jeff Copper, Attention Coach

To get more Information on DIG Coaching

- Go to www.digcoaching.com and download my free audio: **Finding the Obvious Solutions When They Aren't So Obvious**
- Go to www.obvioussolutionsystem.com and access information on my attending skills class: **The Obvious Solution System: 5 Steps to Choosing Your Focus!**
- Go to www.attentiontalkradio.com and tune in to **Attention Talk Radio.**
- Or email me at info@digcoaching.com if you have any questions.

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