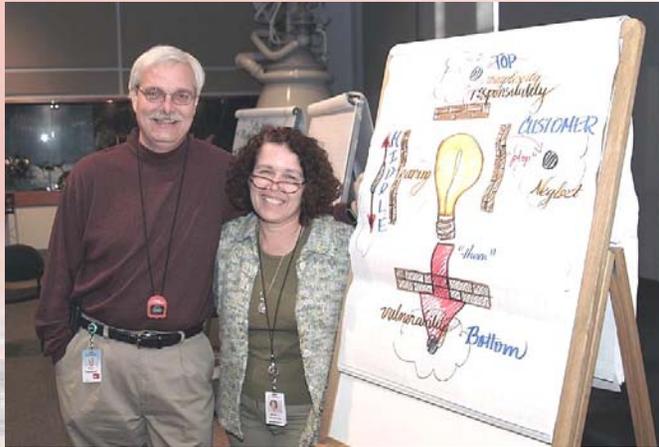


Welcome to Edward de Bono's Water Logic Overview:



Presented by Dale S. Deardorff March 30th 2006

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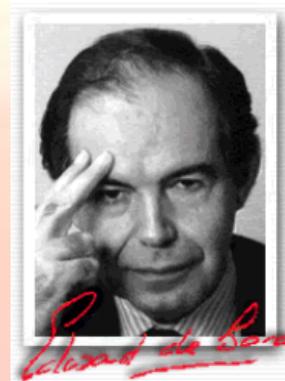


Overview

- Introduction
- Edward de Bono
- Outer World/Inner World
- Water Logic
- Dance of the Jellyfish
- Flows to Perception
- Behavior of Perception
- Flowscapes
- Stream of Consciousness
- Concepts
- Context, Conditions & Circumstances
- Attention Flow
- Conclusion



Edward de Bono



Dr. de Bono was born in Malta.

He has written 67 books with translations into 38 languages and has been invited to lecture in 57 countries.

Dr. de Bono was chosen by a group of academics as one of the 250 people who had contributed most to humanity in the whole history of the human race.

Edward de Bono is regarded by many as the leading authority in the field of creative thinking, innovation and the direct teaching of thinking as a skill.

He is equally renowned for his development of the Six Thinking Hats, Lateral Thinking and the Direct Attention Thinking Tools.

Dr. de Bono's background is in self-organizing systems which led him to derive an understanding applied to the neural networks of the brain.



Introduction

Our intention is to put forward a method for using *Water Logic* in a practical manner.

Traditional thinking of Western thinking is inadequate and that belief in it's adequacy is both *limiting* and *dangerous*.

We need a thinking which takes into account the huge importance of *Perception*.

We need a thinking that allows the constructive energies of creativity, design and *Self Organizing Information Systems*.

Great spirits have always encountered violent opposition from mediocre minds.

Perception



It is always very difficult to look at our own perceptions, because we cannot get outside ourselves.

Using the principles of *Water Logic* we can, however, construct a map of our perceptions.

- We can then identify the *Central* points into which other things feed.
- We can identify the *Repeating* loops.
- We can see what points are *Peripheral* - even if they had seemed central before.

We construct a “*Flowscape*” and then examine it.

Perception



- How would you like to see your thinking as *Clearly* as a landscape from an airplane?
- Perception is different from our traditional concept of *Logic*.
- Simple *Effects* are important, powerful and complex.

E. De Bono contends that traditional logic is static, based on the solid foundation of *IS* and Identity.



Perception

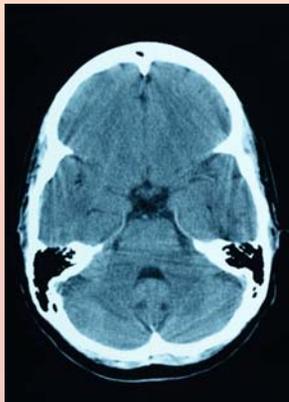
Outer World

Perception is “The way that the brain organizes the information received from the Outer World via the senses”.

- The word “*Live*” is pronounced two different ways depending on the context.
- The *Mind* can only see what it is prepared to see.
- There is no *Contradiction* in perception – opposing views can be held in parallel.

There are patterns in our thinking the way we hear things and organize them in our mind.

Logic Bubble



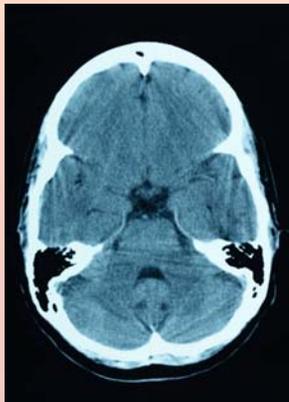
When someone does something we do not like we could direct attention to that persons *Logic Bubble*.

This refers to that bubble of perceptions and values within which an individual acts logically. Many people have described that the simple concept has made them much more tolerant of others.

The logic bubble concept is more powerful than just asking people to focus on the reasons behind the action. It is asking people to consider why the behavior may indeed be inevitable and justified for that person.

New Thinking means new *Perceptions*, fresh alternatives, a change of emphasis and the generation and design of concepts and ideas.

Logic Bubble

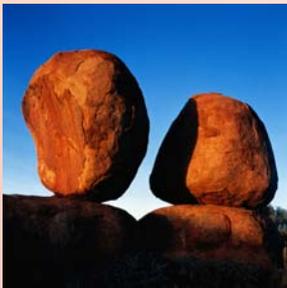


The very existence of a word, a phrase or a concept allows us to direct attention. At the same time, the existence of some well-established concept prevents us directing attention as we wish.

For example, the existence of *Conflict* and *Peace* creates an either/or situation and prevents us directing attention to the many concepts in between.

As is so often the case, *language* is both a help and a hindrance in thinking.

Rock Logic



- Rock is hard, unchanging and unyielding.
- Rock is a definite shape.
- If you place a Rock on a surface it sits there.
- A Rock “*Is*”.
- A Rock does not change it’s shape depending on the surrounding circumstances.
- If you add one Rock to another Rock you get two Rock’s.

Rock Logic assumes absolutes....

Water Logic



- Water is gentler.
- Water is soft and yielding.
- If you pour water on a flat surface it spreads to “*Explore*”.
- If there is the slightest incline then water “*Flows*”.
- Water has no shape but adjusts to the container.
- If you add water to water you do not get two water’s.....
the new water combines with the old water to give water.

*A Truth is often a Truth only in certain context
water logic emphasizes the importance of context.*

Water Logic



Water Logic is based on “TO”.

- What does this *Flow TO*.
- What does this *Lead TO*.
- What does this *Add Up TO*

In place of the “This Is” of Rock Logic we put the “TO” of Water Logic.

The notion of *Water Logic* is that if the context changes than the flow direction may change.

LETO = Leads" TO":



What does this lead “*TO*”.....
means What happens next?

So the sense of “*TO*” is not:

Limited *TO*.

Becoming or...

Changing *TO*.

An unstable system can become a stable system
& a stable system can become an unstable
system...one thing leads “*TO*” another.

What is a Pen?



It is an instrument for writing

Or...its physical components of a

Nib, Ink, Reservoir, Body, Cap.....

But the value of a pen is highly dependant upon the context.

- Not much use to a person who can not write.
- Great value to someone who needs to write an urgent medical prescription or a vital phone number.
- Used to sign a peace treaty it has historic value.
- Can be an expensive gift.

Different values arise as we “Flow”
on from the pen itself “*TO*” it’s use.



Sequence of Letters

Each of the four C's is different because each leads to a different letter

- First sequence = leads to alphabet.
- Second Sequence = leads to word CALL.
- Third sequence = appears to be random.
- Final sequence = word CELL.

A	B	C	D
C	A	L	L
A	C	X	Z
C	E	L	L

Monks cell? Terrorist Cell? Human Cell?

Rock Logic says they are all different because they are made up of different letters.

Water Logic says they are all different because they all "*Lead TO*" different ideas.



Dance of the Jellyfish ¹⁴

When approaching a complex problem, it is often difficult to keep in mind the many factors involved and to retain a clear view of how they relate to one another. A *Freeze Frame* without distortion or added emphasis.

This is something *NEW* with simple rules to set up a simple system with defined rules of behavior.

The Jellyfish metaphor is created to provide a cognitive description and visualization for events or activities that can have multiple perceptions.

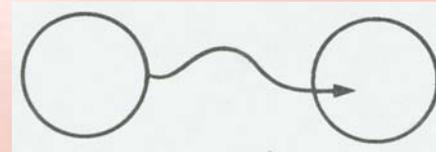
These Perceptions can be captured into a *Flowscape* which will allow you to lay out and then look at your thinking

This can be used as a new method for
problem solving.

Dance of the Jellyfish ¹⁵



Consists of a round body and a single tentacle with a barbed stinger at the other end.



The barbed sting can be connected into another jellyfish but never itself.

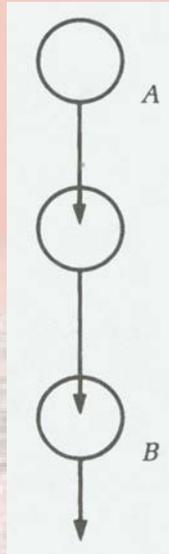
The body of the Jellyfish can receive multiple stings.

Simplest form of an organization in the universe.

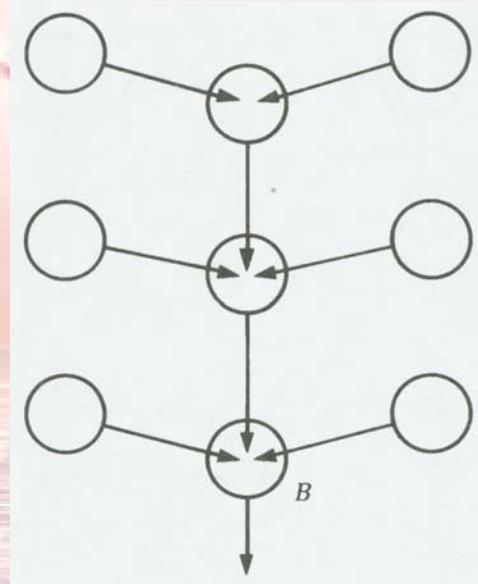
Chain Structure



River or Valley Arrangement



Simple chain or link
leading from *A* to *B* .



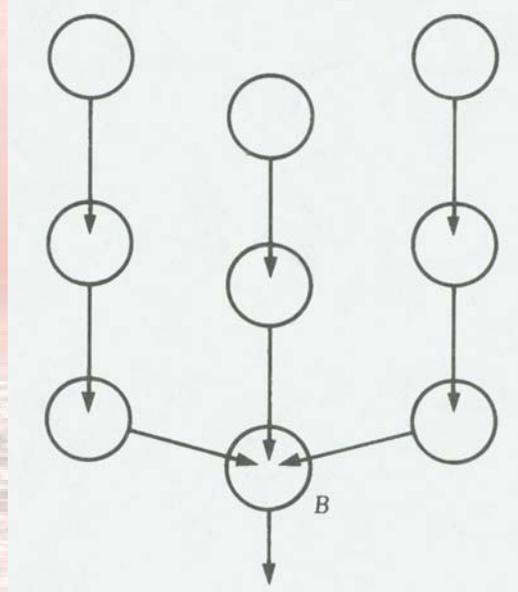
Side chains that link into
the main chain drains
everything to *B*.

Connection symbol provides an indication of
Direction of Flow, not positive or negative

Chain Structure



Everything still drains to *B*.



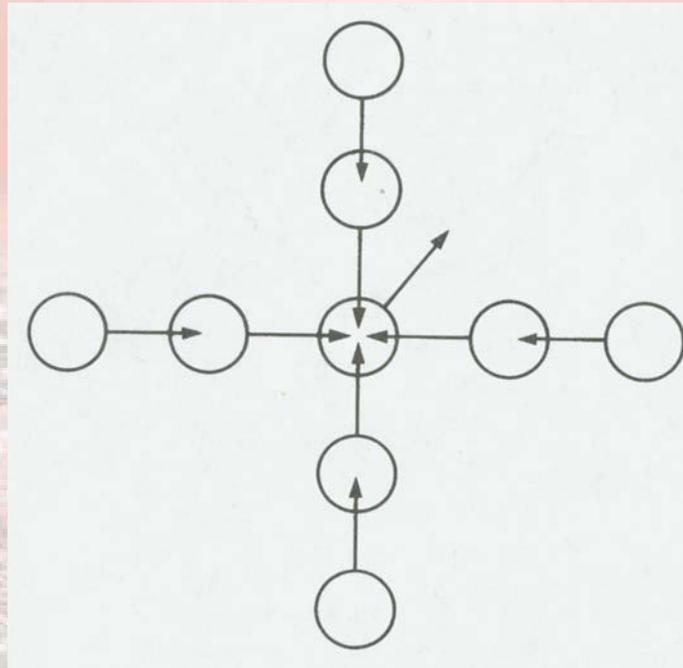
Chains and Flows remain separate in drainage arrangement.

Shows only the *Elements of Structure*, not the strength of one chain versus another.

Chain Structure



Everything drains to the center along the flow channels.

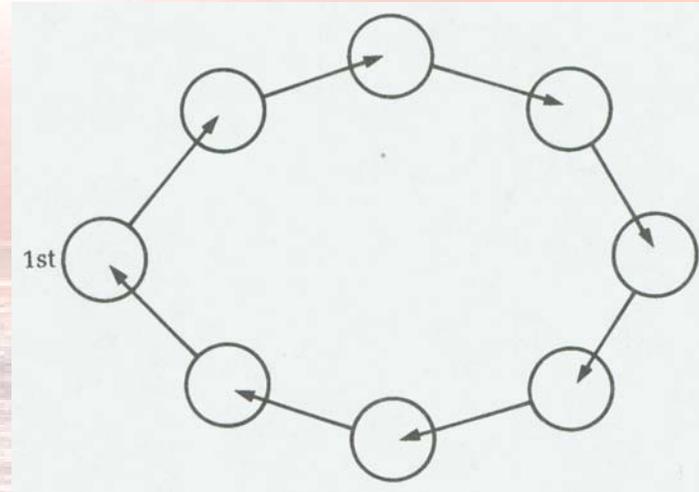


Star arraignment of the previous figure but with a central node that they radiate from.

Embrace & Daisy Chain

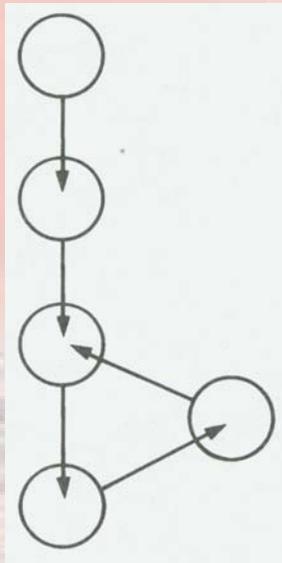


Simple arraignment where two jellyfish sting each other.

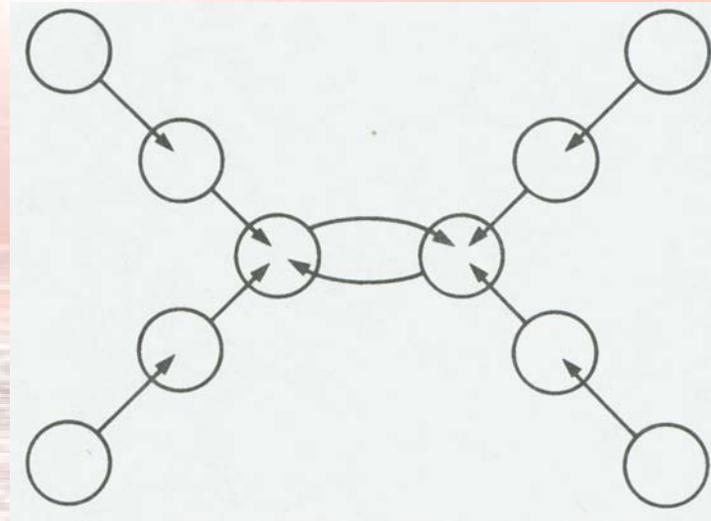


Simple chain where the free sting at the end of the chain loops back to the first in the chain.

Mini Loop & Feeder

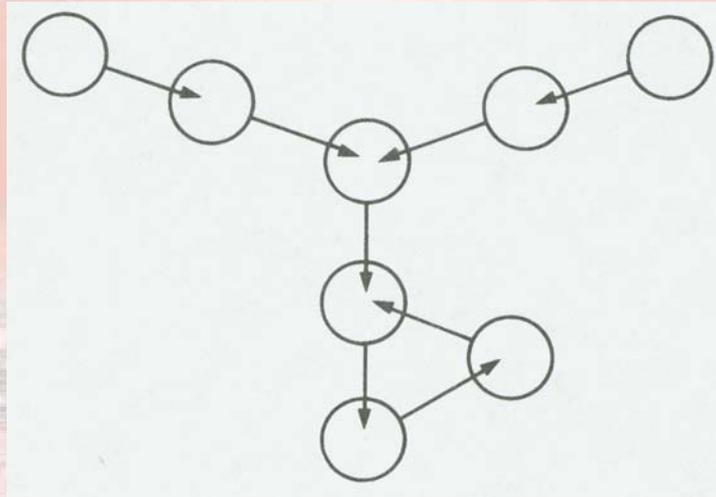


Mini loop or daisy chain
with a feeder chain
attached.



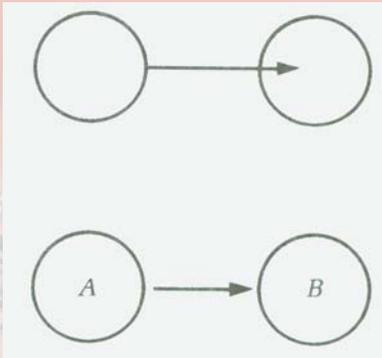
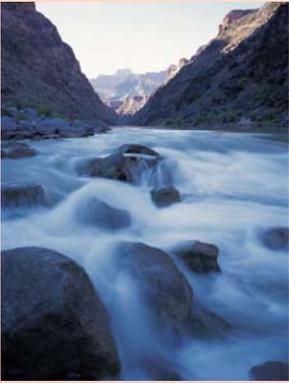
Four feeder chains leading
into an embrace in the
center.

Stable Repeating Loop²²

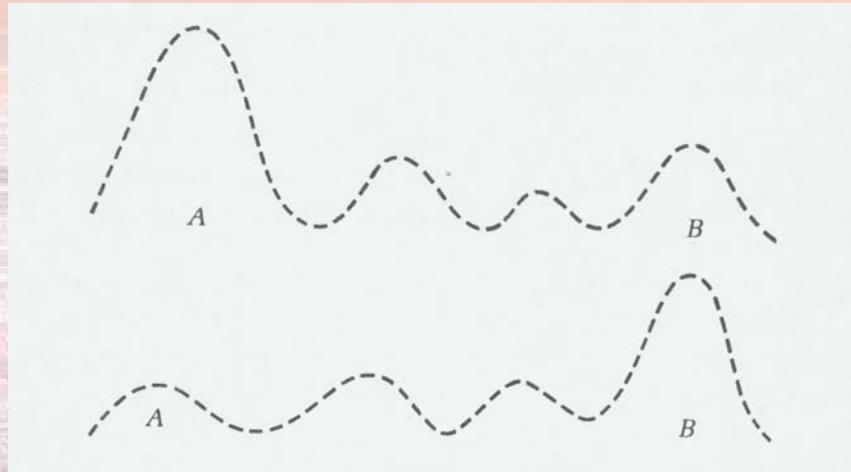


Simple funnel arrangement with looped free sting forming a mini circle – input at any point ends up in the stable repeating loop at the outlet of the funnel.

Brain Flows

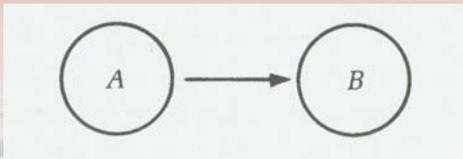


Simple arrow to indicate direction of flow.

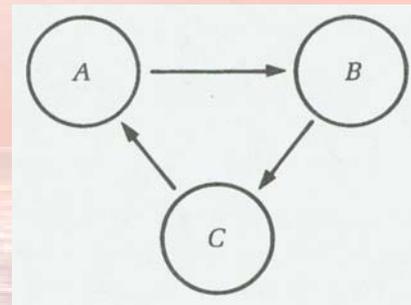


Brain cognition moving from a Peak nerve activity to lower activity.

Nerve Circuit System

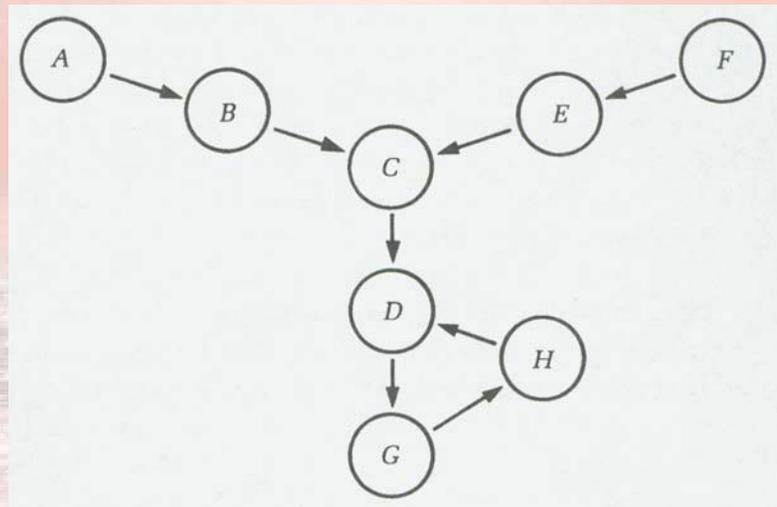


State *A* succeeded by state *B*.



Flow from *A* to *B* and then to *C* followed by the flow back to *A*.

States leading & Flowing to Other States



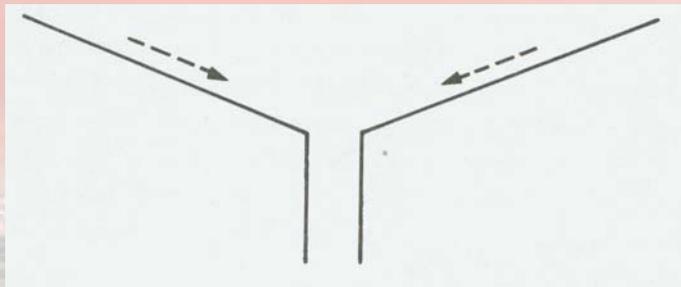
Simple Funnel Arrangement where states A , B , C , E , F are unstable all drain into repeating loop D - G - H .



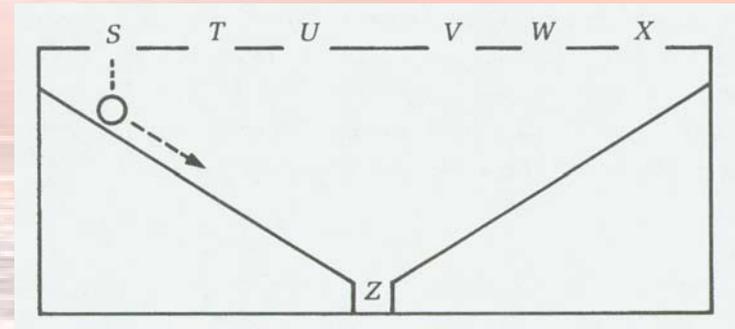
Perpetual Brain Activity ²⁶



Drop the ball....

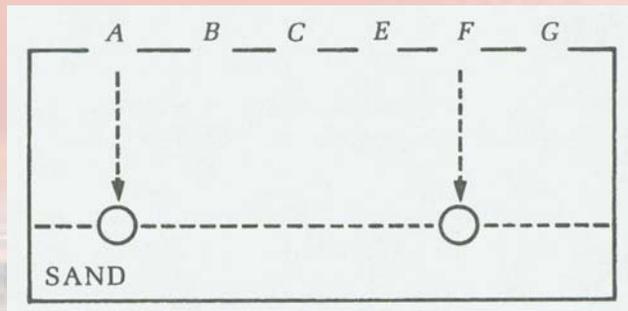


Simple Funnel Arrangement
where everything drains to
the center.

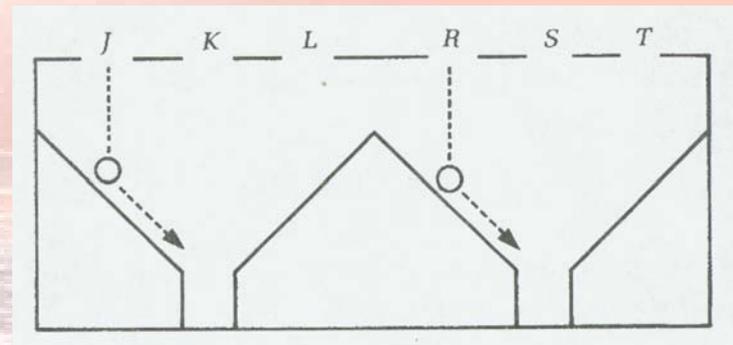


Simple Flat 2-Dimensional
Funnel place in a box with a
lid in which there are holes
marked *S*, *T*, *U*, *V*, *W*, *X* and
will always roll to *Z*.

Funnel System shifts Information Around

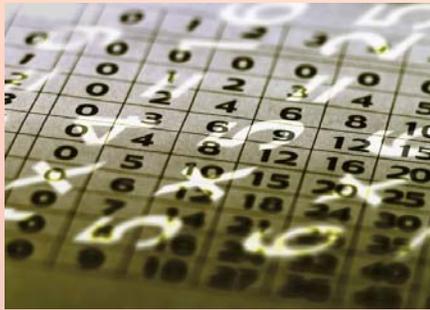


Funnel replaces with by a tray of sand where input to A is recorded as A.



Complex Funnel arraignment.

Number Exercise



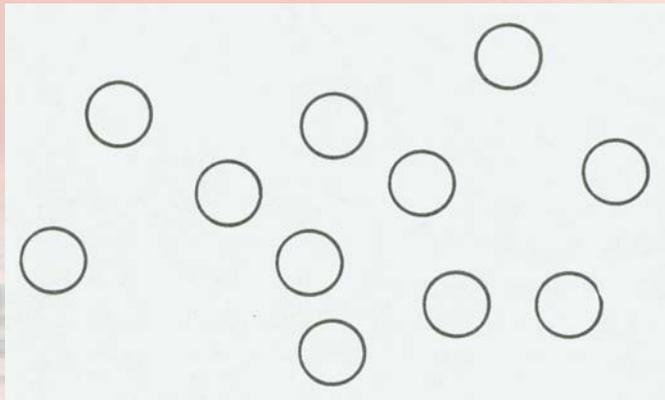
Number exercise – add this..... add this

Take 1000 and add 40 to it, now add another 1000

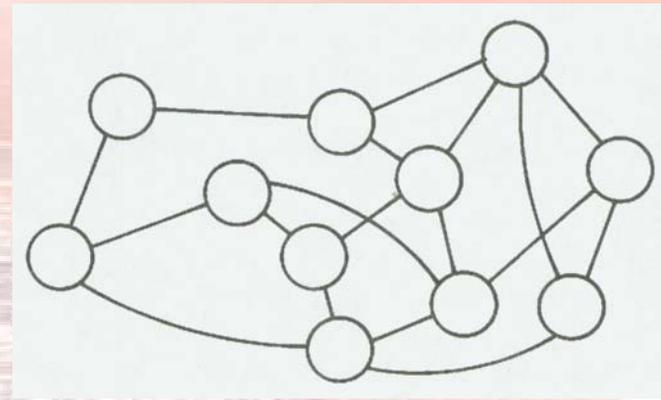
Now add 10 – what is the total – did you get 5000? The correct answer is.....?

Workshop Exercise

Self-Organizing



Potential states each represented by a single circle.

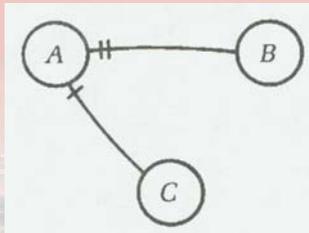


Circles are joined with random lines representing paths.

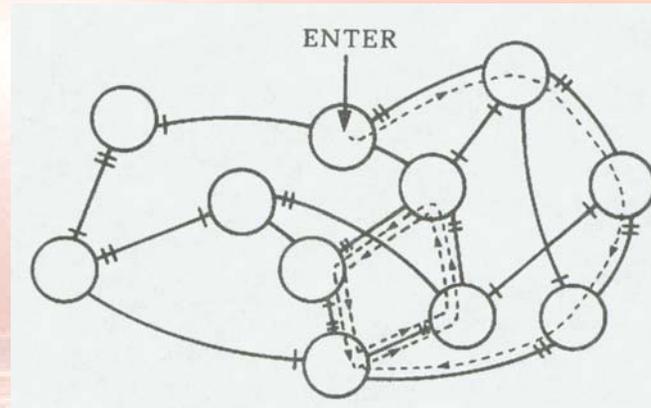
Potential Paths



A more likely to be succeeded by *B* than *C*



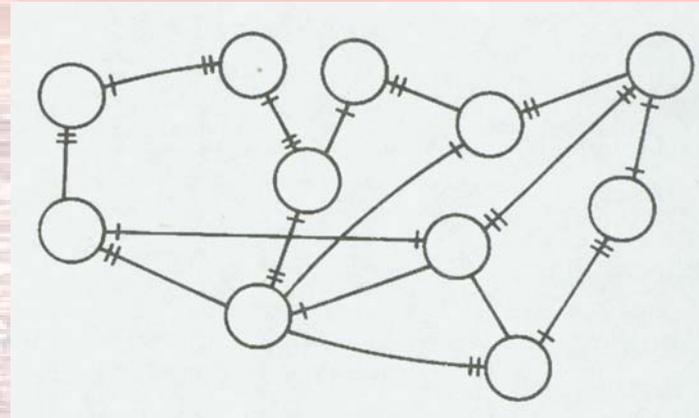
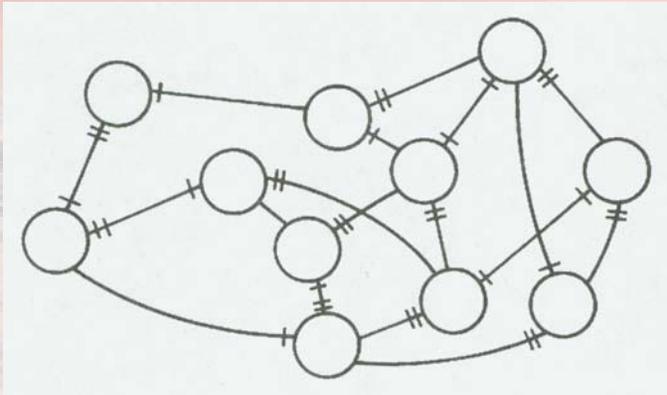
Put a double-slash at the beginning of one of the potential paths to show this is a favored path.



Under any given set of circumstances a state will “Lead *TO*” or be succeeded by one other particular state.

Self-Organizing Systems

De Bono's Theorem: From any input any system with a finite number of states and a tiring factor will always reach a stable repeating factor



Try it for yourself.....

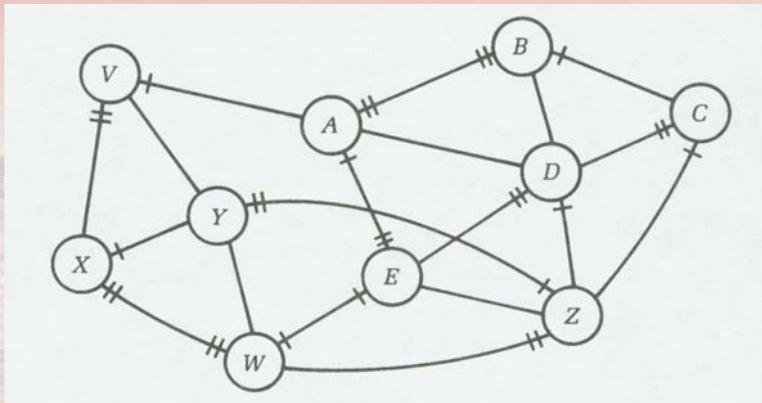
Workshop Exercise



Self Organizing System ³²

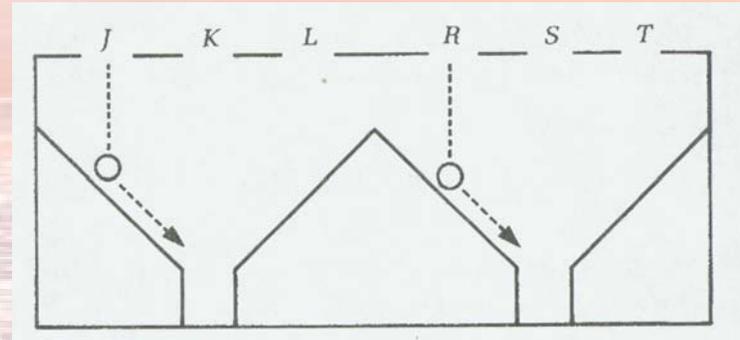
Multiple Possibilities

System does not stabilize in one repeating loop but forms *Two Loops*



A-B-C-D-E & X-Y-Z
and back to X thru W

Same as having a funnel box with two funnels instead of one

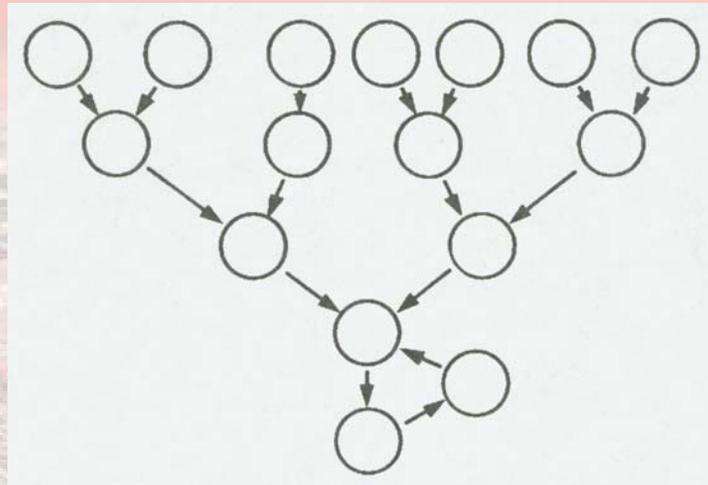


This box is capable of two perceptions – if both occur simultaneously then one will be dominant and will be followed by a “*Shift of Attention*”.

Meaning



Each of the leads eventually feeds down into the trunk:
This is exactly what happens in *Meaning*.



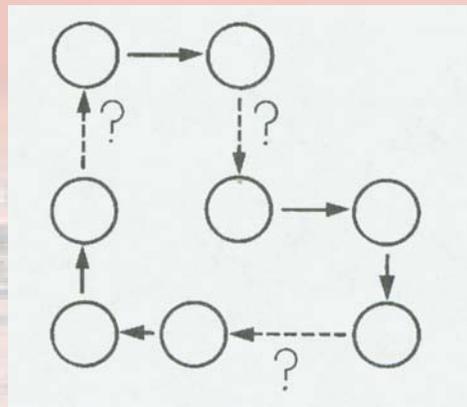
We feed from the periphery to a
Central Theme or *Meaning*.

Myth's & Why?

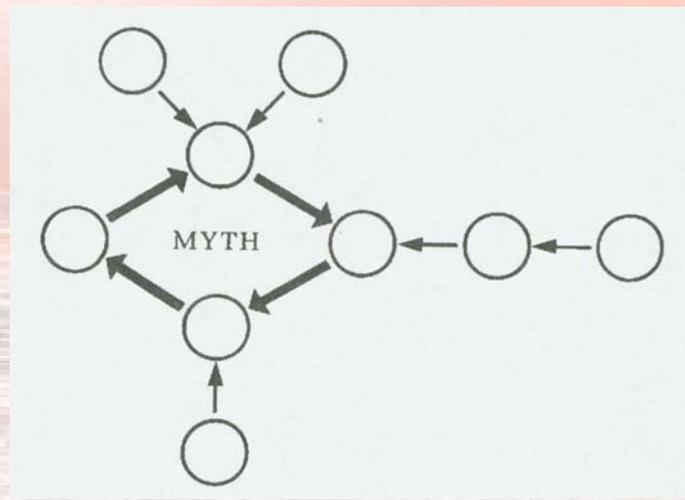


Mini-Myth = the word *Something*

Why do children ask the question *WHY* ??



To create their own *Explanations* and *Myths*.

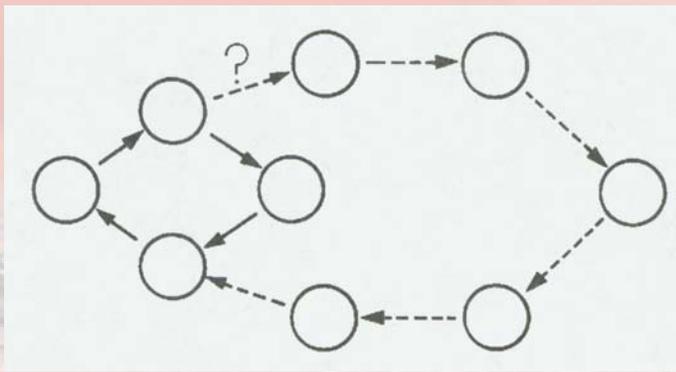


The role of the Myth as a *Connector*.

Closure & Shift

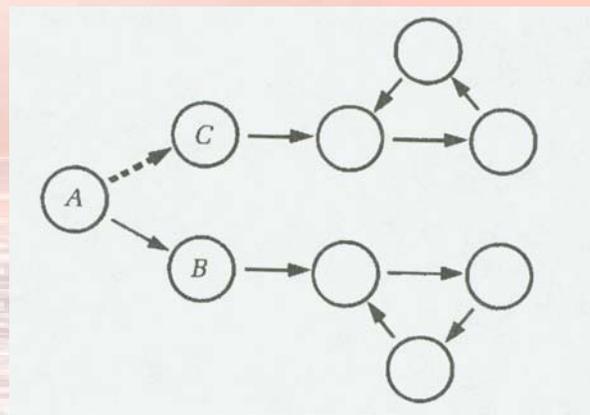


Tight Loop



Any self organizing system will settle down into some *Repeating Stable Loop*.

Different paths *Connected* by moving from one loop to another loop.

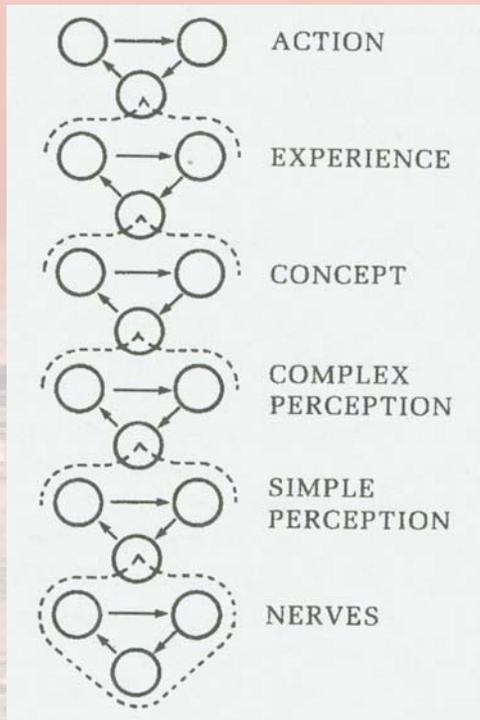


This or This?

Bio-Chemical shift in brain causes changes in preferred path from A to B...to...A to C.

Shifts are caused by changes in *Circumstances or Context*.

Possible Levels of Organization



Mentics = Exploration of a defined Information System

Experimental psychology can measure tiny fractions of the whole but needs to be driven by *Concepts of System Organization*.

Rotation of a simple *Perception* is what can be called *Flow Attention*.

Neuron's (nerves) may stabilize themselves as groups.

Simple systems can be very powerful !



Explorer Who Did Not³⁷ Know How To Explore:

An explorer goes off to a newly discovered island. On his return, the sponsors of the expedition gather to hear what he has to say. He talks about the extinct volcano in one corner of the island. Then there is this bird with a very long beak that cannot fly. Fine. Fine. What else?

“That is all I noticed. That is what caught my attention,” says the explorer. The sponsors are not satisfied with the explorers perceptual skills, so they teach him an attention-directing tool called *NSEW*. They say to the explorer, “Were going to send you back to the island. This time look North and note what you see. Then look South and note all you can see. Now look East and describe what you see. Finally, look West and note all that you see. Do it carefully and methodically.”

When the explorer returns the second time, he brings with him a much broader view of the island.

Workshop Exercise

Flowscapes



A → C



Flowscapes allow us to see our *Thinking Objectively*.

Flowscape is a snapshot picture of our *Perception* at this moment in time.

Flowscape is a picture of our *Inner World*.

Flowscape is looking at the *Flow*.

Flowscape is looking directly at the *Water Logic*.

It is important to be honest and not to *Contrive*
the result you want to *Think*.



Noisy Neighbors Music

Flowscapes

Starting Baselist:

A - Loud music - *C*

B - Persistent - *C*

C - Impossible to sleep - *H*

D - No response to complaints - *E*

E - Neighbor is dismissive - *F*

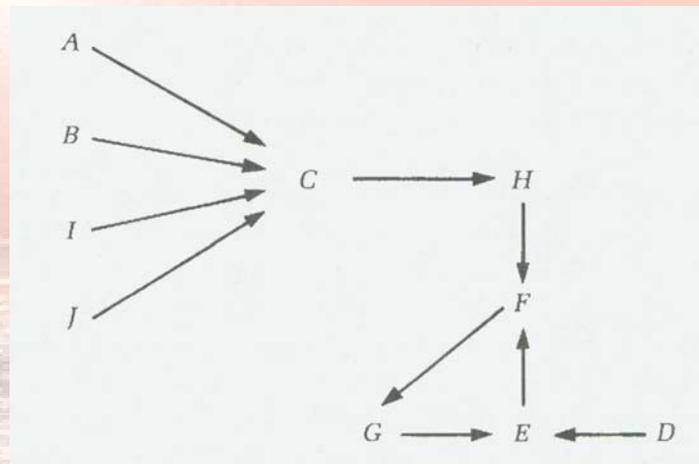
F - Threats do not work - *G*

G - Aggressive neighbor - *E*

H - No one else is affected - *F*

I - Going for a long time - *C*

J - Impossible to block music - *C*



H is vital link between collector point and the stable state.

Endless Repeating Stable loop *F* – *G* – *E* .

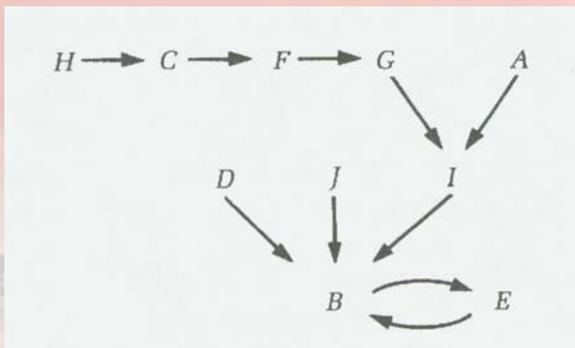
Office Administrator

Retire Flowscape



Starting Baselist:

- A - Been with the you many years and loyal - I
- B - Does not want to retire - E
- C - There is a need for a new person - F
- D - Money is no problem - B
- E - Turf and territory is a problem - B
- F - Difficult to indicate inadequacy - G
- G - Admin is a sensitive person - I
- H - It has to be done sometime - C
- I - Effect on morale else where - B
- J - Hints have been ignored and rejected - B



B is Obvious collector point, *I* is collector point,
Chain is *H-C-F-G*, Loop is *B-E* and
Working points are *D-J*.

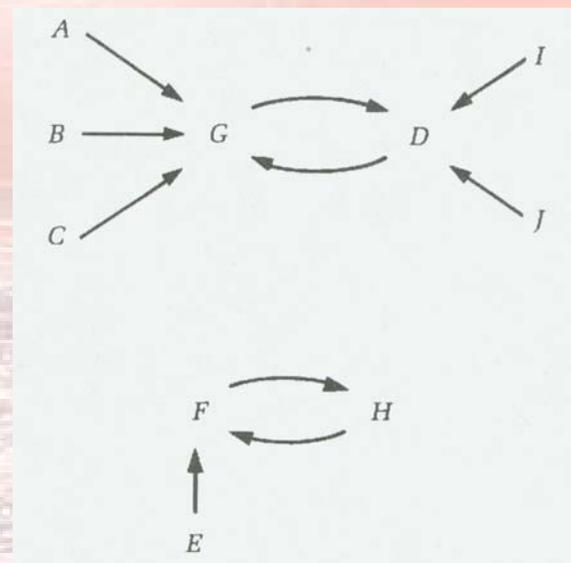
Gas Pump Price War

Flowscape



Starting Baselist:

- A* - Same customers - *G*
- B* - Same gasoline - *G*
- C* - Price reduction - *G*
- D* - More customers - *G*
- E* - Low profits - *I*
- F* - Not sustainable - *H*
- G* - Competitive edge - *D*
- H* - Both Lose - *F*
- I* - Initial advantage - *D*
- J* - Motorist perception - *D*



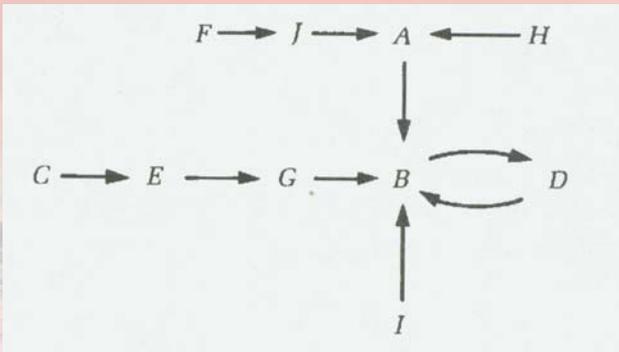
Loop is *F-H* (Business) and *G-D* (Marketing)
 Collector point is *G*.



Absenteeism from Work ⁴²

Flowscape

Starting Baselist:



A - Lack of motivation - B

B - An established habit or custom - D

C - Both spouses are working - E

D - Protection from dismissal - B

E - Things to be done at home, family, etc - G

F - Fellow workers cover - J

G - Long travel distance to work - B

H - High Income Tax - A

I - Other hobbies or interests - B

J - No sense of responsibility - A

*B is collector point, A is collector point,
Chain is C-E-G, Loop is B-D.*



*Stream of Consciousness*⁴³

Base List

A *Base List* is not an analysis (not analytical).

This is very wide because it is meant to be wide.

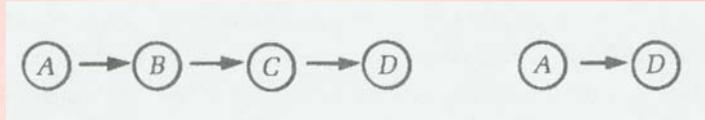
It may seem messy and vague to bundle things together like *Constraints* and *Objectives*.

Perception is like that – the *Brain* does not have box's with labels on them.

Analysis proceeds by slicing something up and then slicing the slices up – this is to *restrictive* for the *Flowscape* process.



Stream of Consciousness⁴⁴



Both ways describe *A-B-C-D*.

Oranges

Lemons

Apples

Grapefruit

Melons

Pears

= Fresh Fruit

Fresh Produce

= Service

Attitude

Price

Base List can be a combination of *Concepts* and specific items – if so the *Concepts* will end up as collector points.

Choosing a Vacation

Complex Flowscape

Starting Baselists:

A - Cost - I

B - Climate - Q

C - Low Hassle - Q

D - Good Company - G

E - Activities - T

F - Sight Seeing - E

G - Relaxing - T

H - Something to talk about - R

I - Agreement of all Parties - H

J - Experience - K

K - Prior Knowledge - E

L - Tolerance - O

M - Plan ahead - P

N - Advice - K

O - Risk - A

P - Time of Year - B

Q - Interest - G

R - Anticipation - Q

S - Health - T

T - Energy - Q

Flowscapes are robust and changes at one point may have little impact on the whole.

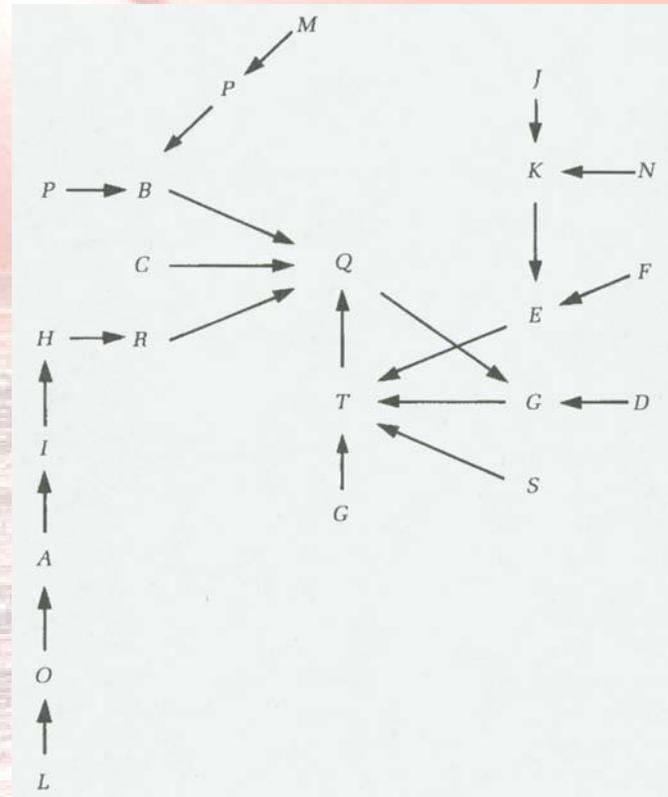
Choosing a Vacation

First Draft Flowscape



See which letter occurs the most often and put that down, then connect all letters that flow to that point.

Always rather messy because lines cross each other and there are long arrow connections.



This creates the “Core” around which the *Vacation Flowscape* can be built.



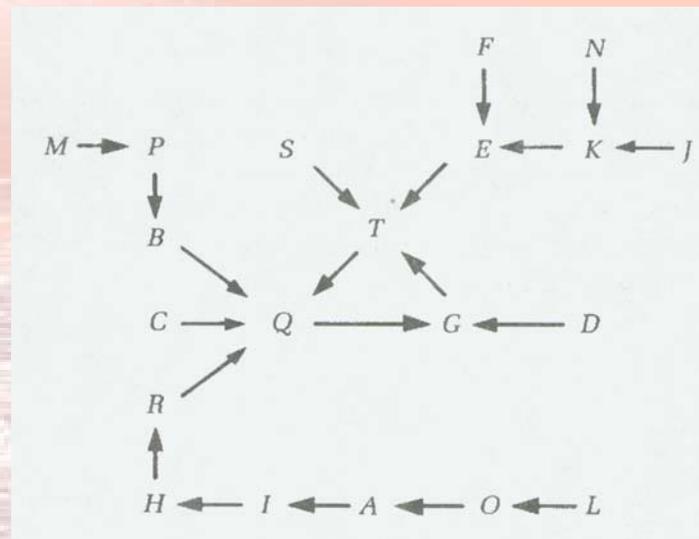
Choosing a Vacation

Final Draft Flowscape

Two mistakes are corrected in the Final Draft lay out of the *Flowscape*:

P was inserted twice – each case connected to *B*.

G was inserted twice - each case connected to *T*.



If all letters are present and the number is correct then your *Flowscape* is probably correct even with wrong arrows.

Choose a Career

Flowscape

Starting Baselist:

A - Quality of Life - *B*

B - Qualifications - *I*

C - Income - *A*

D - Location - *A*

E - Social Status - *G*

F - Prospects of Advancement - *C*

G - Self-Image - *A*

H - The people around - *A*

I - Interesting - *A*

J - Possibility of Self-Expression - *I*

K - Economic Climate - *F*

L - Family Life - *A*

M - Base for other things - *O*

N - Good for Resume - *O*

O - Possibility of change later - *F*

P - Amount of hard work involved - *Q*

Q - Health Factors - *A*

R - Boredom - *A*

S - Time Factor - *M*

T - Pension Plans - *A*

U - Holidays - *A*

Choose a Career

Flowscape

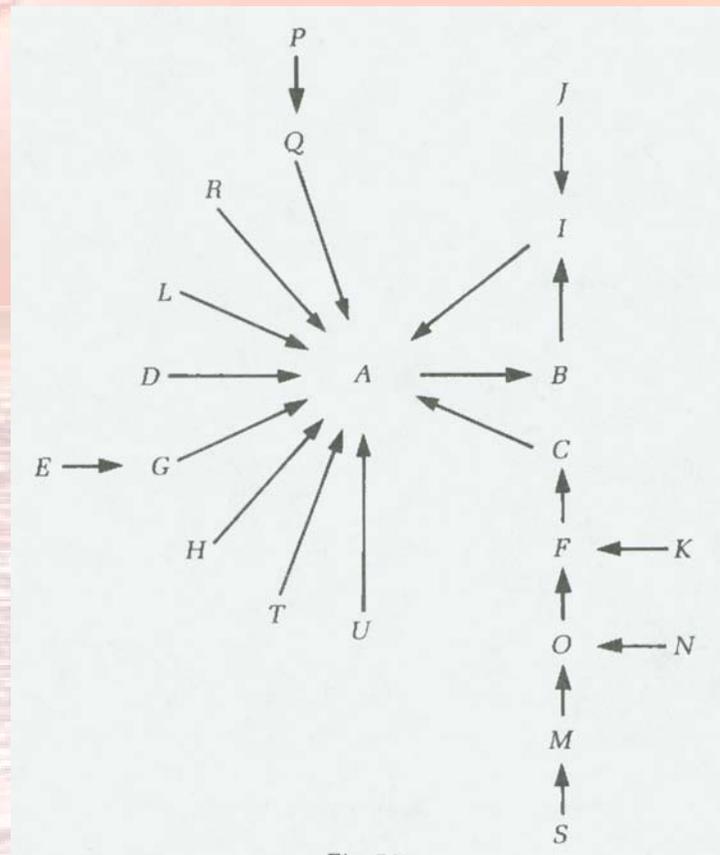


Point A is a Collection point that may indicate that the concept is too broad.

Does this mean: “The right job is the job that is best for me”??

Collector point C is Income.

Does this mean” The right job is the job that pays the most money”??



People may ask what is the point to earning Income “C” without the Quality of Life “A”.

Health Care Costs

Flowscape



Starting Baselist:

A - Advances in Technology - *B*

B - Medical Science can do More - *D*

C - Public Expectations are always Increasing - *B*

D - Demand for Health Care - *F*

E - Personnel Costs - *Q*

F - Heroic Medicine - *G*

G - Life at any Cost - *O*

H - Political lobby & position - *R*

I - Malpractice Insurance - *T*

J - People Live Longer - *K*

K - Chronic Sick - *G*

L - Commercial Drug Sales - *Q*

M - Health Consciousness - *C*

N - No place at Home - *D*

O - High Cost of Last Month of Life - *F*

P - Costs of Tests - *B*

Q - No Economic Constraints - *G*

R - No Restraint Mechanism - *H*

S - Duty of Relatives - *G*

T - Doctor's fees - *E*

Health Care Costs

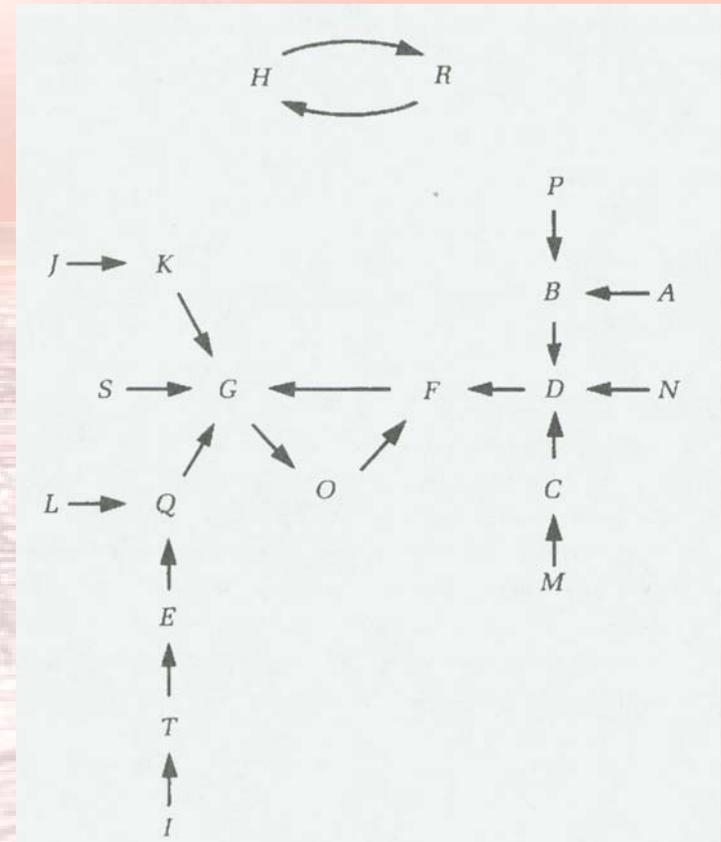
Flowscape



Two Loops:

Large Loop *H-R* has no restraining mechanism but is connected to the political position that any restriction would be a loss of votes.

Small Loop *F-G-O* involves Heroic Medicine where a day or hour is valuable no matter what the cost.



Sensible Medicine

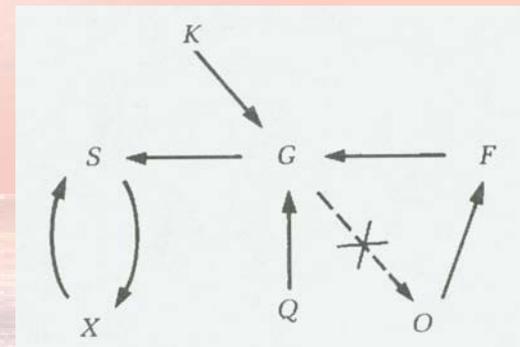
Flowscape



The Guilt and Duty Factor leads to “Life at Any Cost”.

If there was an acceptance of Death or and a removal of the Guilt aspects the Flowscape might look different.

Opens up the Loop *F-G-O* and the creation of another Loop *S-X*.



Relatives still have their *Sense of Duty* and *Obligation* but it can be discharged, without *Guilt*.

Water Logic Exercise



Men's gymnast Paul Hamm was awarded the coveted gold medal at the Athens Olympic Games as the result of a serious judging error that resulted in the suspension of the three judges who gave a South Korean gymnast the wrong starting value.

This mistake cost the South Korean the medal. The official gymnastics federation, lacking the courage to make a definitive decision, urged Hamm to relinquish it. Instead, he claimed victory and contested the appeal in Switzerland.

Hamm's right to the medal was upheld on the technicality that the South Korean's coach failed to protest the error immediately after the routine. In asserting his legal right to keep the medal, Hamm missed a golden opportunity to translate the noble rhetoric of the Olympic creed into a single immortalizing act of sportsmanship.

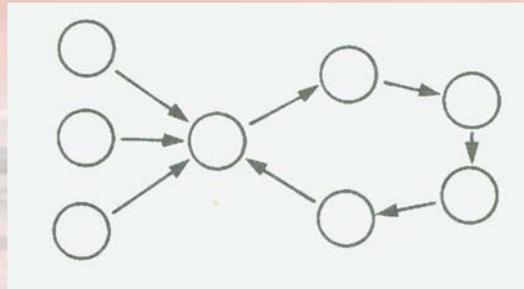
Hamm is a fine young man who did nothing wrong, but he could have done something very right. Now, he has turned the opportunity to make a grand gesture into a footnote pointing out the controversy surrounding his victory. Though it's not the point, he also lowered his market value immensely

Use Water Logic to (1) identify/ determine a Base List and (2) map the *Flowscape* for the exercise.



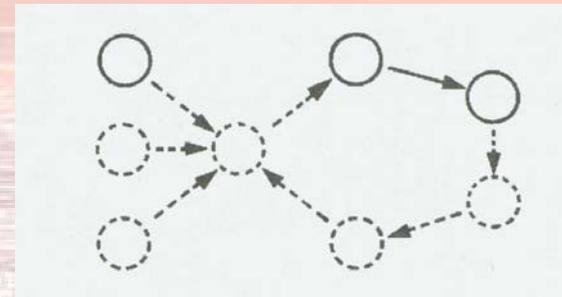
Concepts as Exploratory Devices

Different attributes feed into the Collector point of a *Concept*.



If a creature has all of the attributes of a dog then we call it a dog.

Hints or Clues suggest a Hypothesis or Guess.



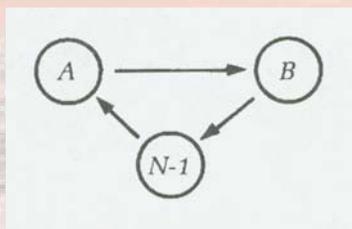
This guess is then checked out by looking for vital features.

When the check is passed then the *Concept* description can be applied.

Flowscape Splitting

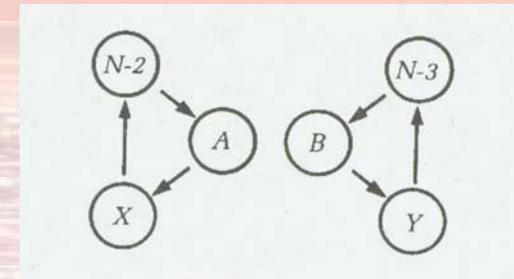


Two Collector points joined together by a single name.



N-1

Flowscape Splits into two concepts.



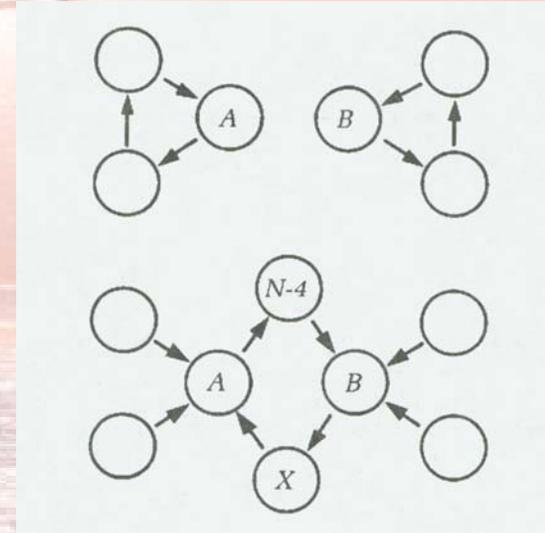
X-Y Concepts

Science is Lumping together into a single concept things that seem different, and separating into two concepts things which appear the same.

Flowscape Lumping



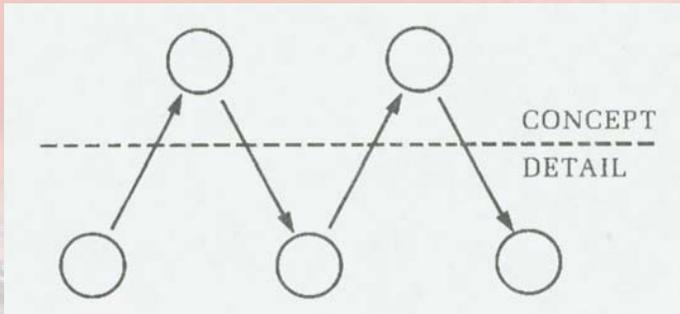
Two separate groupings are united by a common feature, and the grouping is stabilized with a new name.



N-4 (New Name)

Lumping is a cognitive process by joining together previously unrelated elements in a new way

Concepts & Flexibility ⁵⁷



We need to keep moving constantly from the actual detail level to the concept level and back again.

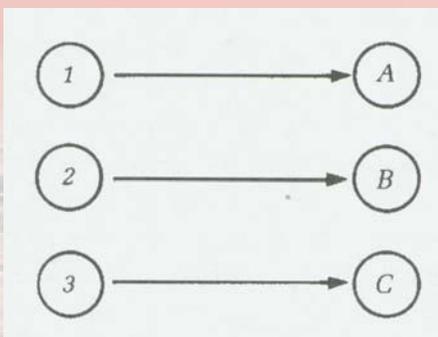
The ability to work at the *Concept* level is crucial for creativity and thinking in general.

This is the basis of *Constructive Thinking*, for otherwise we are limited to experience and what is before us at the moment.



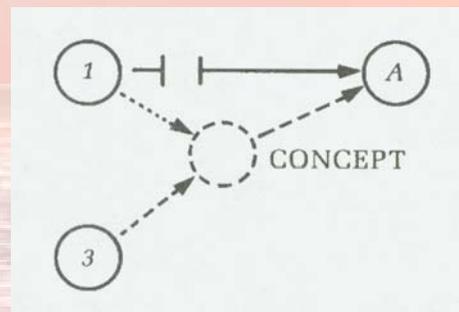
Illustration of Training Concepts & Flexibility

A occurs and response 1
 B occurs and response 2
 C occurs and response 3



Training is effective and these trained people know what to do.

Function Concept



Links situation and reaction.

But if, one day, situation A occurs and response 1 is not possible then that person will not know what to do.

Pre-Concepts & Post-Concepts

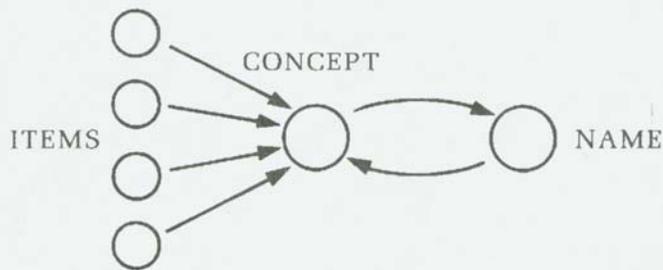


Post-Concepts happen
after the event

Shooting Questions (Yes/No).

Fishing Questions (Open Ended).

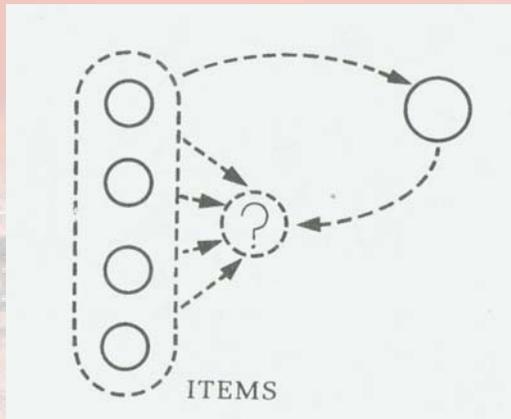
Trapping Question – Same as Pre-Concept because we define the needs and then look for a way to satisfy those needs.



Concept is stabilized
by a *Name*

A Concept is a generalized idea of a thing or class of things.

Pre-Concepts & Post-Concepts



Sometimes we know the *Concept* should do well but do not know what the *Concept* is.

A *Pre-Concept* is like defining a hole and then looking for something to fit the hole.

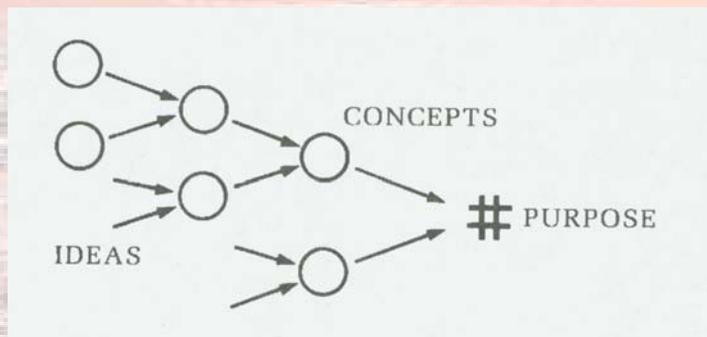
A Blurry Concept can act as a Collector and Connector point.



Concepts Fan & Moving Backward

Search is moving backward from the *Purpose* (right side to left) but the flow of achievement is flowing from the *Left* side to the *Right* side.

Practical
Ideas



Helps
with
the
Problem

Broad Concepts

Allows us to see how the *Concepts* could be put into practical operation.

Juvenile Crime

Intervention



Starting Baselist:

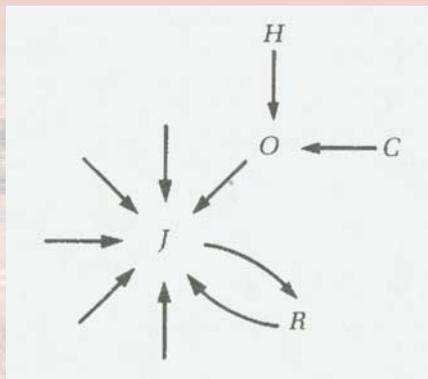
- | | |
|----------------------------------|----------------------------------|
| <i>A - Gangs - G</i> | <i>K - No Fears - J</i> |
| <i>B - TV Culture - J</i> | <i>L - Parents Needs - D</i> |
| <i>C - Boredom - O</i> | <i>M - Nothing to Loose - J</i> |
| <i>D - Consumer Pressure - J</i> | <i>N - Drab Surroundings - P</i> |
| <i>E - Inability to Earn - D</i> | <i>O - Adventure - J</i> |
| <i>F - Lack of Skills - E</i> | <i>P - School Dropouts - E</i> |
| <i>G - Peer Pressure - J</i> | <i>Q - Low Expectations - E</i> |
| <i>H - Excitement - O</i> | <i>R - Role Models - J</i> |
| <i>I - Drug Needs - E</i> | <i>S - Lenient Sentence - J</i> |
| <i>J - No Inhibitions - H</i> | |

Juvenile Crime

Intervention



Intervention Example



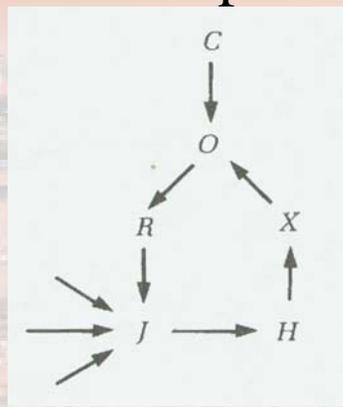
If crime is a culture that needed to be tackled with culture weapons (Hero's, Local Values) we can strengthen the link between *J* and *R*.

We would seek to *Flow* from a lack of inhibitions to behavior determined by positive role models.

Juvenile Crime *Interventions*



Insertion of new point
Intervention
Example



X enters loop

We could use the need for excitement and adventure to get delinquent youngsters involved in worthwhile projects such as special construction.

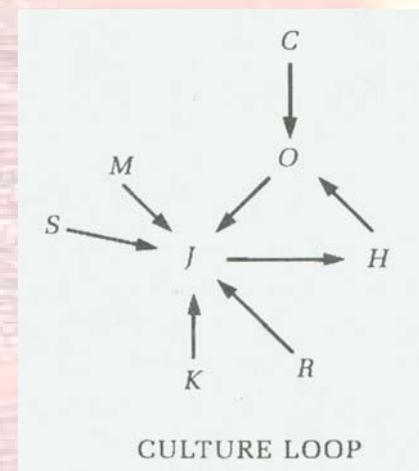
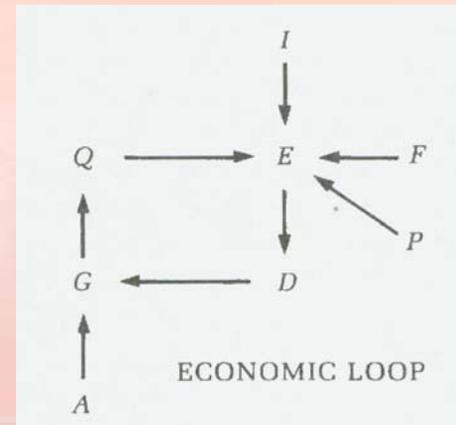
We would assign those projects the letter X and add it into the Intervention Flow .

Split of Interventions



If Peer Pressure G could be used to raise expectations and if the Consumer Pressure D could be harnessed to Peer Pressure then a new loop could be formed $Q-E-D-G$.

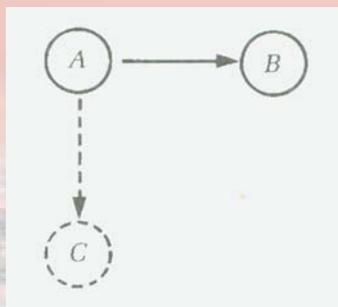
This would cause the Flowscape to split into two separate parts: the *Culture Loop* & the *Economic Loop*.



Context, Conditions & Circumstances



Simple flow from
A to B.



Under one context or set of circumstances in the brain, state A will be succeeded by (or *FLOW TO*) state B.

But if the context changes then A will flow to C.

Under conditions X, State A will always flow to state B.

With Context change the flow is from A to C.

The *Context* change can be created by chemicals in the nerves of the brain.



Flowscapes for other People

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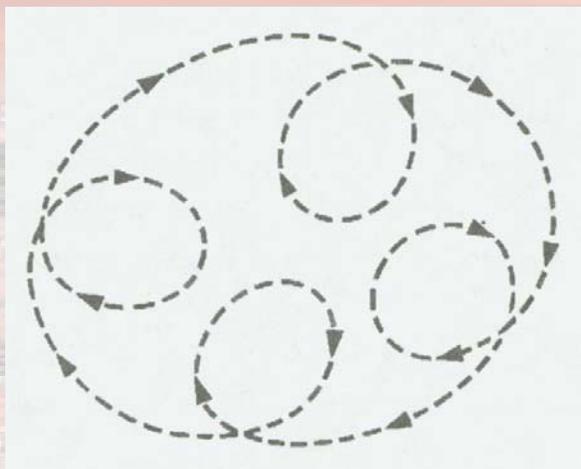
- 1) From written, spoken or otherwise expressed material – the question becomes if the perception is “*your*” personal perception of what is expressed or that of the writer or speaker.
- 2) Guessing – often you will have to *Guess* at the perception of another person or party.
- 3) Based upon discussion – this is where a joint or group Flowscape can be created to produce an “*Average*” Flowscape.

There are 3 situations where an attempt may be made to construct a *Flowscape* for someone else:

Exploratory Loops & Attention Flow



If a dog took a walk and stopped and sniffed around exploring.



The difference between *Perception* which is purely *Internal* and *Attention Flow* which is directed *Outward* is that attention can trigger new Perceptions.

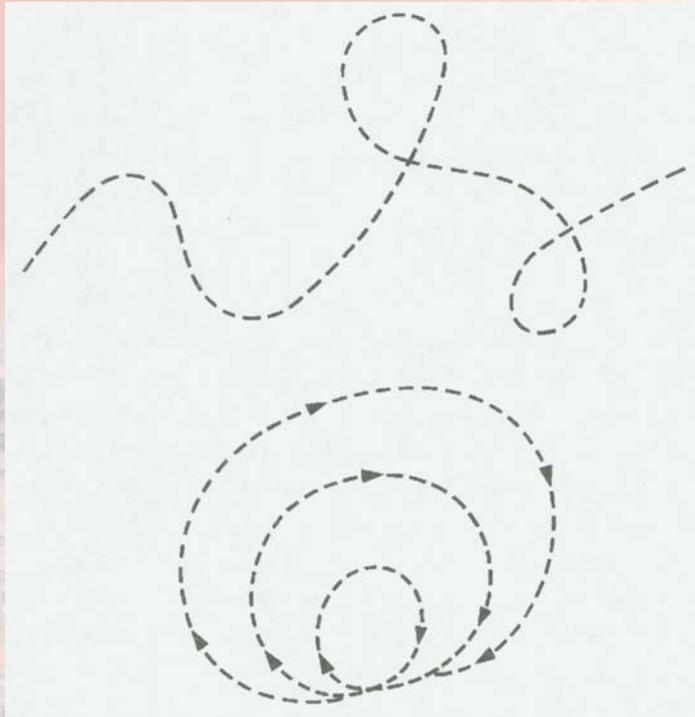
If there is too much detail we get bogged down – if there is too little detail we can only see the whole, and the attention does not flow.

The overall track of *Attention Flow* is really made up of several exploratory loops.



Possible Attention Flow⁷⁰

Tracks



Tracks wander around.

Tracks keep coming back to the start.

The loops succeed each other but the whole returns full circle to the starting point.

Attention flows that complete the circles are the ones which we would find most appealing.

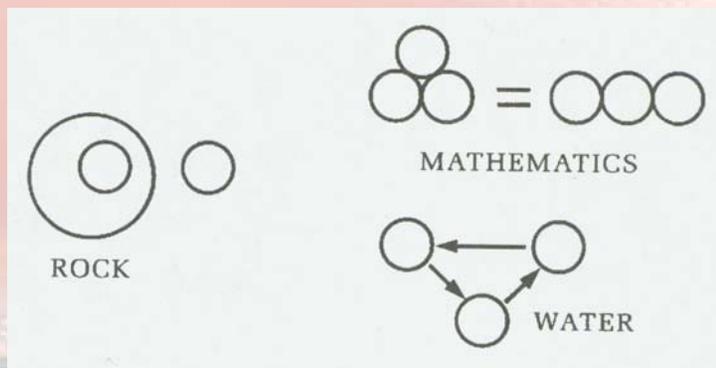


Summary

Rock Logic is based upon *IS* (Identity, Truth, Contradiction and Logic).

Mathematics is based upon Equals Sign (=) which allows us to operate with rules of the game in a math environment.

Water Logic is based upon *TO* and the concept of *FLOW* which can lead to Loops. Stable loops can be used to just like the *Truth*.



Differences between systems of Rock Logic, Mathematics and Water Logic.

Conclusion



Perceptions are highly individual so there is no sense in saying that one is right or wrong, unless you are guessing at the *Perception* of the other person.

The *Flowscape* is a hypothesis we look at to examine our *Perceptions*.

It is *Concepts* that give movement and flexibility to *Thinking*.

Attention Flow is partially determined by what is out there, by the perpetual patterns of the *Inner World* and by specific *Attention-Directing* patterns developed deliberately.

We have unlocked the terms, material and philosophies, you need to open the door and take the next step.....