Breakthru in Alliance Leadership

A|S|A|P SUMMIT
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META DYNAMICS

Developed by Alliance Professionals for Alliances

Mastering
Energy Force Fields

from Eco Systems to Value Networks

Paradigm Shift to Transform your Alliances

1. **Evolution of "Eco Systems"**
2. **Fundamentals of Meta Dynamics**
   FORCE-FIELD MULTIPLIERS

Double Your Leadership Impact

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Paradigm Shifts Require Reframing Reality

Can You Find the 2 fish and Treasure Chest?

A New Way of Looking at World

You must focus with more depth-- at twice distance from surface of image

Beware
New Paradigms are always met with resistance by the Old Guard

Introduction

Meta: *Transcending, Overarching, Evolved* **Dynamics**: *Energy Forces* in Motion*

- **Patterns that Governs all Other Patterns**
  - Leverages, Multiplies & Amplifies all other Human Energy Fields
- **Human Energy is a Dynamic Differential Energy Force**
  - Trust, Innovation, Value Creation, Time & Integration are Energy Force-Fields
  - Molds other Human Energy Flows, Beliefs, Understandings, & Culture
- **Leadership must focus on Value Creation & Spirit**
  - Value Generation is an Energy Force Field
  - Gives People Purpose & Progress
  - Value is always Multi-Dimensional & Dynamic (Evolving over time)
  - Purpose of Leadership & Strategy ➔ Value Creation
- **SYNERGY** ➔ 1+1>3 most likely to occur in Systems with Positive Meta Dynamic Energy

* In Physics: *Force* is a vector quantity (having magnitude and direction), while *Energy* is a scalar quantity (having only magnitude)

Part 1. Evolution of Eco Systems ➔ Value Networks

- Why Eco Systems Thinking is Limiting
- Eco Systems are Scattered Energy Force Fields
- Value Networks become Force Field Multipliers
  Alignment, Focus, Integration Generate Far More Energy, thus Far More Value

Part 1: Eco System

EcoSystem Definition: Any Complicated System consisting of many different people, processes, technologies, economics, activities, in an area and way they affect each other & environment.

Problem: living organisms may be symbiotic or predatory

Synergy is happenstance, Evolution is Erratic

System is Non-Aligned & Fragmented

Survival of Fittest

Key Players Include:

1. **Producers**: Organisms a that produce food for consumers, forming base of food chain
2. **Consumers**: Organisms consuming output of Producers.
3. **Predators**: Animals that hunt and consume or organisms for food maintaining ecosystem balance.
4. **Prey**: Animals hunted and consumed by predators
5. **Decomposers:** Organisms that break down dead organic matter, recycling nutrients back into ecosystem for use by producers.
6. **Mutualists**: Organisms that engage in mutualistic symbiotic relationships, where both partners benefit.
7. **Parasites**: Organisms that live on or inside anor organism (host) and derive nutrients at host's expense, often causing harm or disease.
8. **Keystone Species**: Species that have a disproportionately large effect on ir ecosystem relative to ir abundance..
9. **Disruptors**: Organisms or external factors that disrupt ecosystem balance – i.e. invasive species, pollution, habitat destruction, or climate change.

Task: Design a Human Being:

- Using an Ecosystem Framework?
- Value Network?

Aligned
Connected
Energized


VALUE NETWORKS are DESIGNED & ORCHESTRATED
Predators
Strategic Suppliers
Rules of Engagement
Standards of Excellence
Risk Management Methods
Key Metrics of Value Creation
Collaboration & Alignment Criteria
Methods of Conflict Resolution
Sellers
Transactional Customers
Innovative Customers
Research & Development
Value-Added Adapters
Technology Developers
Shippers
System Orchestrators & Integrators
Distributors
Vendors
New Markets
Investors
Free Loaders
Government Regulators
New Business Opportunities
Black Swans

Evolution of Eco Systems: What our Study Revealed

- **Global Trade Networks:** began in Greek Era, reemerged in Middle Ages in Europe, evolved into massive global systems today.
- **Railroad Networks:** first built in early 1800s, In Europe High Speed RR Networks are fast, efficient, and on time.
- **Road Networks**: Roman Highway System connected the Empire, Modern US Road System & Autobahns in Europe being in 1920s
- **Telegraph Networks:** Early form of digital technology evolved into today's massive digital networks, First built in mid-1800s on RR rights of way
- **Telephone Networks:** First built in late 1800s. Allowed for real-time communication between people. Evolved into wireless smart phones incorporating many or services..
- **Electric Power Networks:** First electric power networks built in late 1800s. Enabled distribution of electricity to homes and businesses. Foundation of modern world technologies.

- **Radio Networks:** First built in early 1900s for transmission of digital & audio signals. Plays major role in development of mass media.
- **Television Networks:** First built in late 1940s for transmission of video signals. Major source of entertainment and information.
- **Internetworks:** first built in late 1960s for transmission of data of all kinds, now become essential for businesses and individuals alike.
- **Franchise Networks**: Wide scale proliferation globally in multiple fields of consumer goods (retail, food, and etc.)
- **Manufacturing Networks**: Pioneered by Japanese Auto Manufacture with Keiretsus of tightly integrated supplier & dealer networks

Evolutionary Pattern from Eco Systems to Value Networks

Evolutionary Drivers & Patterns of Value Network Systems

1. Emergence of New Transformative Technology:
Network is typically catalyzed with invention or widespread adoption of transformative technology that enables businesses to connect and collaborate, making it easier to create and deliver value through value networks.

2. Infrastructure Buildout:
After technology's initial success, was a significant infrastructure buildout phase. This involved constructing physical infrastructure, to enable network's expansion.

3. Creation of a Value Network System:
As infrastructure expands, creates orchestrated interconnected businesses & services.

4. Standardization and Regulation:
To ensure interoperability and efficient operation, a phase of standardization & regulation. setting common standards for technology and operations, as well as government regulation to ensure safety & fair competition.

5. Integration of Ancillary Business
Networks spurred development of ancillary services and businesses. Example: telephone network gave rise to telephone, call centers, & long-distance service providers.

6. Technology Convergence:
Over time, networks started to converge with or technologies. For instance, electric power networks and telecommunications networks converged to provide power and communication services simultaneously. Successful networks embrace emergence of new technologies, to increase value provided to customers & create competitive advantage.

7. Local-Regional Global:
Network Expansion, connecting different regions, markets, suppliers, & customers.

8. Digital Transformation:
Many traditional networks transitioned into digital forms. Example: Radio and television networks evolved into digital broadcasting, and internet became a central platform for communication, commerce, and information exchange.

9. Network Effects:
As se networks grew, they often exhibited network effects, where value of network increased as more users and businesses joined.

10. Continued Innovation for Competitive Advantage:
Throughout their evolution, networks continued to innovate and eliminate inefficiencies, non-value added, wasted time, breakdowns, simplicity of interaction at interfaces. New technologies and business models emerged, such as broadband internet, wireless communication, and streaming services, transforming networks.

11. Increasing Business Complexity:
Businesses become more complex, offering wider range of products & services, global market operations, requiring working more closely to share resources & expertise.

12. Customers Demand Integration & Synchronicity:
Customers faster, seamless, integrated experience., requiring businesses in separate networks to work together to provide more holistic value proposition. Example, telecommunications & internet services provided through same infrastructure.

Alliance Leaders must grasp Systems Architecture

Competitive Advantages of Value Networks over Ecosystems

1. Focus & Efficiency:

Value networks are typically more focused and efficient than ecosystems: with clearly defined value proposition and strong governance in place.

2. Control:

Businesses have more control over value networks than y do over ecosystems: able to set rules of network and manage relationships between participants.

3. Scalability:

Value networks are more scalable than ecosystems: asier to replicate and expand.

4. Speed to Market:

Businesses can bring products and services to market more quickly with value networks than with ecosystems: more control over development process.

5. Sustainability:

Value networks are more sustainable than ecosystems: more likely to wear economic downturns and changes in market.

6. Synergy & Synchronicity Among Partners:

Higher levels of collaborative values, partners interact at a higher plane, produce more value, act faster, adapt to changing conditions, transform business models, innovate for more effectively.

Why focus CEO Attention on Value Networks?

Eco-Systems:

- **Emphasis:**
  "Eco-Systems" implies broader focus:
  -Sustainability, Environmental Responsibility,
  - Holistic Approach to Business
  - Impact on Environment & Society.

- **Attractiveness:**
  Appeals to CEOs interested in:
  - Corporate Social Responsibility,
  - Sustainability, Ethical Business Practice
  Suggests a Commitment to Environmental Stewardship

Value Networks:

- **Emphasis:**
  "Value Networks" puts spotlight on:
  - Value Created & Interconnected Relationships
  - Among Organizations & Stakeholders
  - Translates into Competitive Advantage & Profit

- **Attractiveness:**
  Appeals to CEOs focused on:
  - Optimizing Business Operations,
  - Enhancing Competitiveness,
  - Driving Innovation
  Suggests Strategic Approach to Collaboration with Partners & Maximizing Value Delivered to Customers.

- **Force Field Multipliers:** More Bang for the Buck

Based on what you've learned so far,

What recommendations and insights would you share with your team, alliance, or executives?

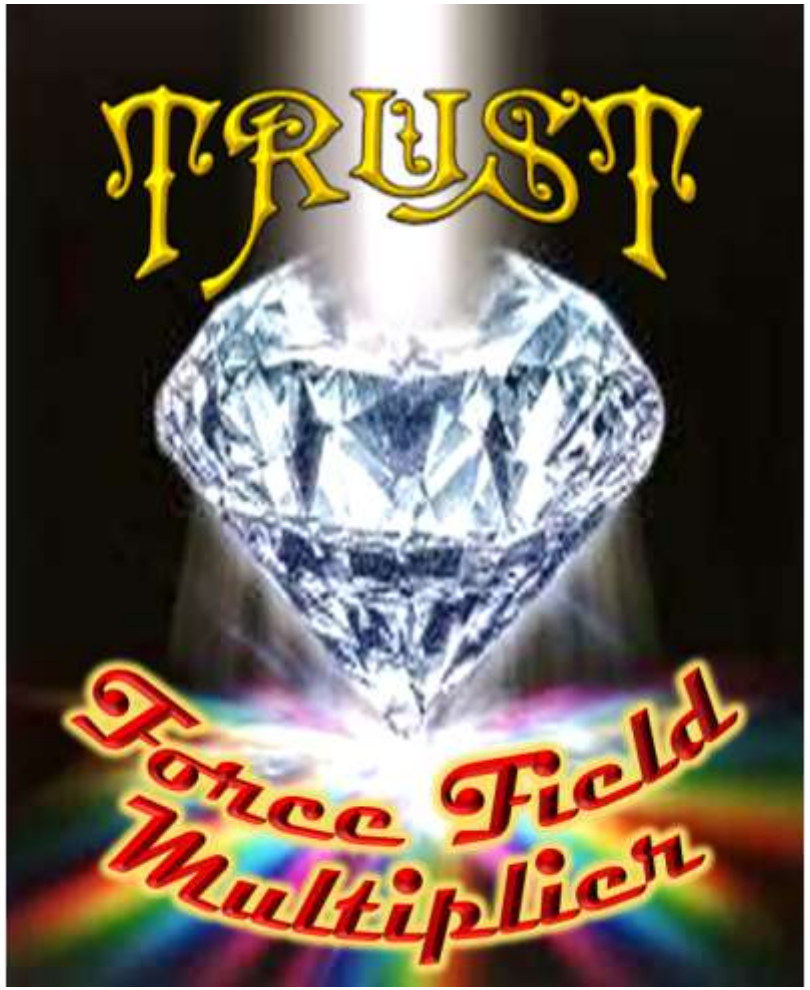
Part 2: Fundamentals of Meta Dynamics

ENERGIZED FIELD MULTIPLIERS

- **A**lignment
- **C**onnection
- **E**nergy

SYNERGY

Trust Aligns Dynamic Differential Energy



Innovate Faster

Achieve Goals

Act Decisively

Range of Strategic Action

Recognize Opportunity

EIGHT TRUST PRINCIPLES

1. **F**airness & Reciprocity
2. **A**ccountability & Integrity
3. **R**espect & Empathy
4. **T**ruthfulness, Courage
5. **H**onourable Purpose
6. **E**thics & Excellence
7. **S**afety & Security
8. **T**ransparency & Openness

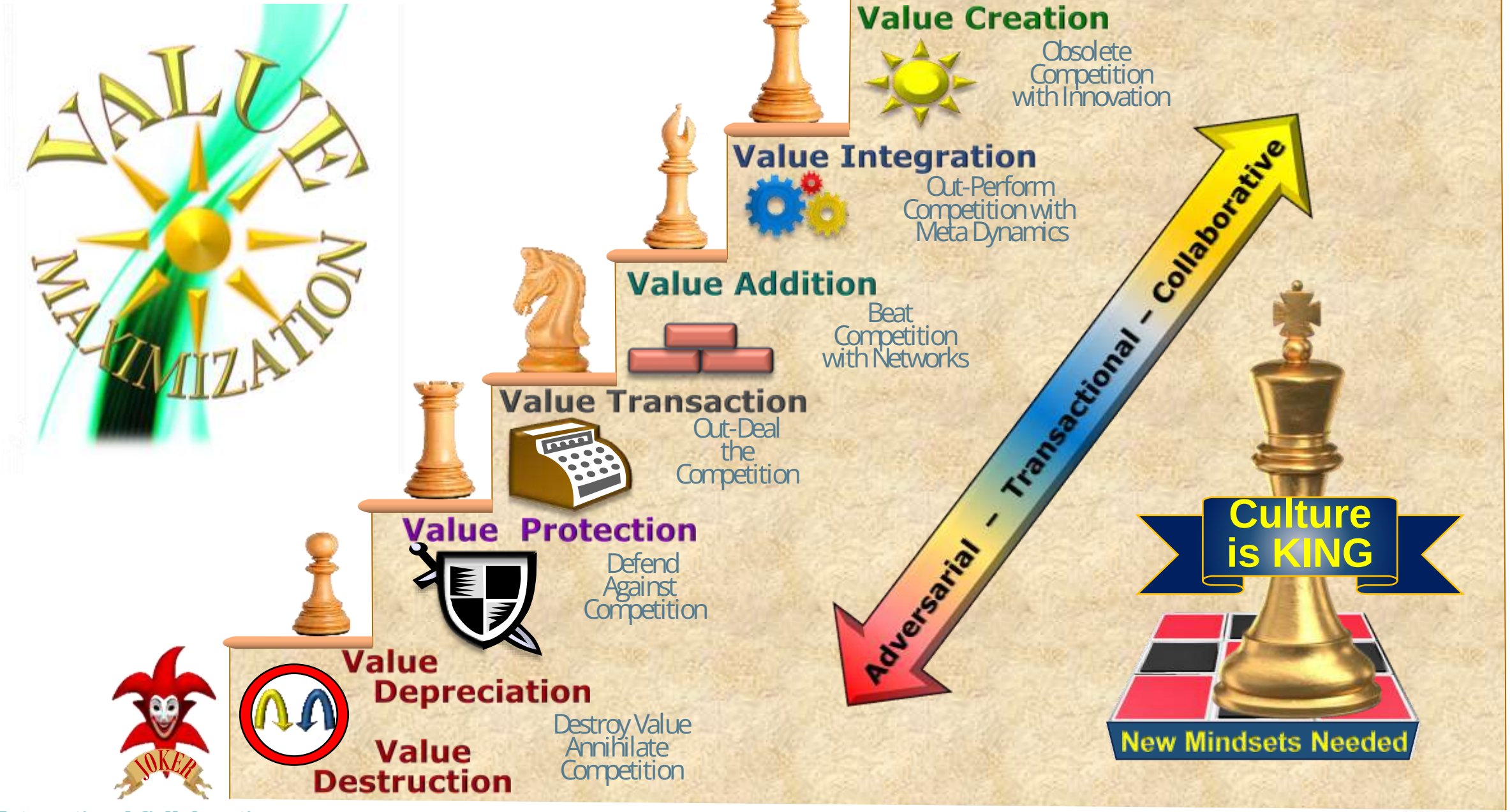
Collaborative Innovation uses Dynamic Differential Energy for Evolution

Multi-Dimensional Innovation:

Eight ways of Innovation to evolve Eco-Systems into Value Networks.

Value Creation uses Meta Dynamic Differential Energy

- Value Creation
- Value Expansion
- Value Innovation
- Value Transformation
- Value Integration
- Linking Strategy to Value
- Constructive Value Proposition
- Identifying Value Drivers
- Strategic Value Metrics
- Aligning & Networking the Value
- Handling Predators
- Turning Breakdowns into Breakthroughs


VALUE MAXIMIZATION
Value Creation
Obsolete Competition with Innovation
Value Integration
Out-Perform Competition with Meta Dynamics
Value Addition
Beat Competition with Networks
Value Transaction
Out-Deal the Competition
Value Protection
Defend Against Competition
Value Depreciation
Destroy Value Annihilate Competition
Value Destruction
JOKER
Adversarial – Transactional – Collaborative
Culture is KING
New Mindsets Needed

Speed Focuses Dynamic Differential Energy

- Examples:
  - Notre Dame Reconstruction
  - Covid Vaccines
  - Emergency Response Teams
  - Wartime Technology
- Fastime to Market – Doubles Margins
- AI can be your Partner in Acceleration

Integration Aligns Dynamic Differential Energy

- Power of Differential Integration
- Turning Fragmented Components into Holistic Architectures -- Connecting Silos
- Technical Integration -- Engineering
- Social Integration
  - Linking Cultures -- Using People Effectively
- AI can Assist in Dramatic Ways

Architecture: the "Inner Design" that Unifies, Integrates & Aligns a System's Diverse Functions & Components into a Synergistic Whole.

META-DYNAMICS:

EXTRAORDINARY IMPACTS PRODUCED

INNOVATION & SPEED IMPACTS:

- Double (100% increase) in Innovation Success Rate
- 50-75% Faster Implementation of new initiatives
- 40-60% Increase in Problem-solving Effectiveness
- 30-50% Reduction in Project Completion Time
- 25-40% Improvement in Change Adoption Rates

CUSTOMER & MARKET IMPACTS:

- 25-35% Increase in Customer Retention
- 20-30% Improvement in Customer Satisfaction
- 15-25% Increase in Market Share Growth
- 15-20% Increase in Customer Referrals
- 10-15% Premium Pricing Potential

ORGANIZATIONAL HEALTH:

- 70-90% Improvement in Trust Metrics
- 50-75% Reduction in Organizational Conflict
- 40-60% Increase in Employee Satisfaction
- 30-50% Improvement in Leadership Effectiveness
- 25-40% Reduction in Stress/Burnout

TRUST & COLLABORATION IMPACTS:

- 75-100% Increase in Cross-functional Teamwork Effectiveness
- 50-75% Reduction in Non-value-added Work & Bureaucracy
- 40-50% Improvement in Employee Engagement
- 30-40% Reduction in Employee Turnover
- 25-35% Increase in Talent Attraction/Retention

FINANCIAL PERFORMANCE:

- 30-50% Improvement in Productivity
- 25-35% Increase in Profitability
- 20-30% Reduction in Operating Costs
- 15-25% Increase in Revenue Growth
- 10-20% Improvement in ROI

PROJECT SUCCESS:

- 4-5X Improvement in On-time/On-budget Delivery
- 50-70% Reduction in Project Failures
- 40-60% Faster Time To Market
- 30-50% Better Resource Utilization
- 25-35% Higher Quality Outcomes

How to Implement Meta Dynamic Differential Energy Elegantly & Fast?

Breakthroughs Powered by POLYMINDA® AI

Meta Dynamic AI Engine

She's Trained in all Meta Dynamic Strategies & Practices

Out Performs other AI Engines by a Wide Margin

Your Trusted AI Partner in our COMPLEX World

Meta Dynamics Generate Energy